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ESTABLISHED 1887

# Stability Seen for Dollar

#### **But Markets Seek** U.S. Action on Rates, Budget

By Reginald Dale International Herald Tribune PARIS -- The storm-tossed dollar could soon enter calmer waters if the U.S. authorities make a deter-

CONTRACTOR OF THE PARTY OF THE mined effort to support it, a num-ber of European and U.S. financial analysts said Friday. The market mistrust of the dollar may be nearing an end, but the markets still need "good news" from Washington to be convinced that the worst of the dollar's fall is over, several of the analysts said.

"The downside potential is un-limited," said Chris Johns, an economist at Phillips & Drew, a London brokerage house.

The dollar has lost 8 percent to 9 percent of its value against most major currencies since mid-October. It communed to fall in international markets on Friday after hitting record lows in New York on Thursday,

In New York, the dollar fell to 128.35 yen on Friday from 129.05 on Thursday, and to 1.6315 Deut-sche marks from 1.6325. (Page 21)

If the United States wants to try The district of the control of the c to hold the exchange rate at around bese levels, at least temporarily, the perverse psychology of the markets could change quickly, according to several analysts.

When everyone thinks that a currency is going down," said Jcan Cheval, chief ecocomist at Banque Indosuez in Paris, "it is very usual that there should be a reversal. Wait a few days."

The same view was expressed by Gary Shilling, president of Shilling & Co., a New York economic consuliant and portfolio strategist. "When there is a unauimous coovictioo about something, sentiment is usually about to move the other way," he said,

J. Paul Horne, Smith Barney's Paris-hased international econoing the bottom of pessimism" about the dollar.

But he and other analysts said as dependent on the passage through Congress of the package to cut the budget deficit and the Federal Congress of the package to cut the budget deficit and the Federal Congress of the package to cut the budget deficit and the Federal Congress of the package to See CURRENCY, Page 21

#### Kiosk

#### Iran Says Paris To End Boycott

VIENNA (NYT) — Iranian oil officials said Friday that France and Iran had agreed in principle on an end of the boycott that France imposed on the purchase of Iranian oil in the summer, as part of an accord that allowed the return of two French hostages from Beirut The officials are members of

the Iranian delegation at the meeting of the Organizacoo of Petroleum Exporting Countries, Freoch oil iodostry sources said that it was too early to say a deal was set but that such an arrangement would be put into effect when full diplomatic relations between the two countries were resumed.



The sale of antiquities from the collection of the Comtesse de Bénhague's collection stirs the art market. Page 10.

GENERAL NEWS Javier Pérez de Cuéllar, the UN secretary-general, said Iran s undermining the Security Council's authority. Page 3.

BUSINESS/FINANCE U.S. wholesale prices were unchanged in November, while Page 17. retail sales rose.

#### MONDAY

A year ago, investors debated which market would rise the most. These days, they seek to avoid the markel most likely to stumble again. Monday in Personal favesting.

Dow close: UP 11.60 The dollar in New York: £ Yen 1.6315 1.838 128.35 5.5345

# The Bottom Line: Both Sides Were Ready to Deal

By David Hoffman
Washington Post Service
WASHINGTON — Propelled by the imperatives of political self-interest and the burden of the arms rate on their naincons, President Ronald Reagan and Mikhail S. Gorbachev demonstrated this week that they had found a new way to do business with each other.

Gone was the tentativeness of Geneva or the recklesses of Business of Geneva or the recklesses of Business of Business of Geneva or the recklesses of Business of Business of Geneva or the recklesses of Business of Business of Geneva or the recklesses of Business of Business of Geneva or the recklesses of Business of Geneva or the recklesses of Business of Geneva or the recklesses of Genev

the recklessness of Reykjavik. For the first time since Mr. Gorbachev came to power and Mr. Reagan decided the time had come to do business with the Russians, both leaders came to the table ready to deal albeit modestly — and ready to acknowledge where they were unable to deal.
 In the joint statement they issued Thursday night, for example, they decided to finesse the issue of Mr. Reagan's Strategic Defense Initiative, known as the "star

wars" program, on which the Iceland sum-mit meeting foundered 14 months ago. fn Reykjavik, Mr. Reagan stalked out because he could not accept the Soviet

#### **NEWS ANALYSIS**

demand that research on his proposed mis-sile defense system be confined to the lab-

The Soviets have dropped that demand, and now both leaders have settled for writ-ing a vague formulation on the program that postpones the day of reckoning and allows them to disagree without disrupting their relations. It may even permit them to

reach a second arms control agreement on long-range strategic weapons oext year. Nor did they find common ground this week on the issues of Soviet occupation of Afghanistan or human rights, but they did

They declared they would probably meet again next year, even if they do not have another treaty to sign.

Gorbachev doing their work for them from his arrival through his final oews conference on Thursday night.

In a comment that could have been lifted

another treaty to sign.

And they signed the treaty to eliminate medium- and shorter-range nuclear missiles in a celebration of mutual satisfaction. After years of angry rhetoric in which Mr. Reagan predicted the demise of Communism in the "dustbin of history" and the Soviets depicted Mr. Reagan as a nuclearcrazed cowboy, the two leaders found themselves talking in virtually the same

optimistic language.

Mr. Reagan's senior advisers had said before the summit meeting that they wanted to send a political message to the Ameri-can people that the intermediate-range nuclear forces treaty was a "first step" toward reductions in strategic arms. Those advisers said they were surprised to find Mr.

from a dozen Reagan speeches, the Soviet leader said on his departure from the White House that the INF treaty was "an unprecedented step in the history of the nuclear age: the signing of the treaty under which the two militarily and strategically greatest powers have assumed an obligation in actually destroy a portion of their nuclear

In a subtle - but for the Soviets enormously important - gesture to the Soviet leader, Mr. Reagan's speeches in Mr. Gorhachev's presence were scrubbed clean of the confrontational anti-Soviet insults that studded his rhetoric for years. There were no comments about the failing Soviet econ-See TONE, Page 2

# Reagan Says SDI Is No Obstacle to **More Arms Cuts**

Washington Post Service
WASHINGTON — President

Ronald Reagan said Friday that his ers later.

Strategic Defense initiative had The White House optimism Strategic Defense fnitiative had emerged intact from his summit meeting with Mikhail S. Gorbachev despite Soviet objections to the space-based missile defense

He contended that the superpowers were now "in a better position to make tangible gains in arms reduction than at any time in the last 40 years."

At a news conference, he said in answer to a question, "I don't think

The superpowers agreed to a limit on the number of ballis-

there is any impediment there at all," when asked if research oo the missile-defense system might block efforts to reduce longer-range weaponry at the strategic arms re-

tic warheads. Page 2.

duction talks, known as START. A Soviet demand that SDI be restricted as a condition for progress oo strategic arms "has been eliminated," Mr. Reagan told rep-resentatives of U.S. regional news organizadons.

after his three days of meetings

cabinet room, the congressmen cies reported. Mikhail S. Gorbachev, left, with Erich Honecker on Friday. George P. Shultz, right, watching Sir Geoffrey Howe sign a verification accord on Friday. on Social Security in 1983.

to assail the SDI program and Mr. said.

Reagan's remark appeared to go
beyood what U.S. officials were chairman of the House Armed Ser-

BRUSSELS—America's European allies Still, U.S. officials insisted that the dominated the U.S. Soviet-agreement to aliminant attitude among the allies was enthusing

nate interpediate-range ouclear missiles as asm and that their major concern was that the U.S. Senate might not ratify the treaty arms control. speedily.

Speaking of the Europeans, Mr. Shultz cials had not assured they would sign a strategic reduction treaty without securing limits on SDI. Soviets can cheat on it."

He said one loopbole was that said at a news conference: "They read about people in the United States questioning the treaty, and it causes concern. The sentiment in the communique is strong and unambiguous that people in the alliance want to see Mr. Shultz said.

this treaty take effect." American conservatives have asserted that leader, Mikhail S. Gorbachev, signed the European governments fear the treaty will tip the military balance in the Soviet Union's ent view than the president, saying In criticism obviously aimed at the conser-vatives, Mr. Shultz said, "My European col-leagues take particular umbrage at Ameri-

issues in the past, "and I don't "we don't know how many extra

sense any particular de-linkage," missiles there are," and another al-In Washington, the speaker of ally agreed sites but not other sites the House of Representatives, Jim where the United States might sus-

after a meeting with Mr. Reagan that the issue "quite possibly" will resurface to confront the two lead-

about the results of the summit meeting was bolstered by a survey taken by the president's poll taker, Richard B. Wirthlin, which showed a 61-percent public approval rating

for Mr. Reagan.
lo the aftermath of the summit meeting, the third between the two leaders, White House officials speculated if results of the meeting would prolong the effective life of the Reagan presidency, especially since Mr. Reagan has agreed to go to Moscow during the first six

months of next year. The leaders hope to sign a strategic arms agreement at the Moscow meeting, but a joint statement com-mitted Mr. Reagan to this meeting whether or not an agreement is

ready to be signed. The joint statement sidesteps the crucial issue of limiting SDI, and Mr. Gorbachev made it clear in a news conference before he left Washington that be is just as much opposed as he always has been to Mr. Reagan's plan for a missile

Mr. Reagan, in an upbeat mood SDI Testing 'as Required' In the joint statement, the Unitwith Mr. Gorbachev, gained praise ed States and the Soviet Union from a bipartisan group of congres-sional leaders who gathered in the ballistic missile treaty, which con-White House to hear his report on strains missile defenses while conthe summit meeting.

When the president entered the testing "as required," news agenducting research, development and

The Senate Republican leader, gave him a standing ovation for the first time at such a meeting since Bob Dole of Kansas, who is seeking the achievement of a compromise his party's presidential nomination, cautioned that "Gorbachev In his own post-summit com-ments, Mr. Gorbachev continued "We still have problems," he

saying privately.

["He is trying to make an assessment of what the Soviets are up to."

vices Committee, sounded a note of caution, warning that conservative foes of the intermediate arms treaty one official quoted by Reuters said. signed during the summit meeting. "But you have to address that ques- might seize upon loopheles in the

tion to the Soviets."]

To Brussels, Secretary of State
George P. Shultz said Soviet offiverification," said Mr. Aspin,

lowed inspection of certain, mutu-Wright of Texas, also took a differ- pect that missiles had been placed.

#### **MORE SUMMIT NEWS** ■ World leaders seem at a loss to characterize the summit. Page 6.

■ The meaning of glasnost is a matter of debate in Moscow. Page 6.

■ Ronald Reagan and Mikhail S. Gorbachev praised the achieve-ments of the Washington meeting. Page 6.

# Jascha Heifetz, 86, Violin's Master Of Technique and Silken Tone, Dies

In Berlin, Cheers for Gorbachev

on his Washington summit meeting was of realism and reason."
given a triumphant welcome Friday by the

But the leaders also to

ping over in East Bernii on his way back to halled the treaty signed in Washington as "a Moscow to brief fellow Communist leaders' step of historical dimension" and a "miumph

By Serge Schmemann

New York Times Service

BERLIN — Mikhail S. Gorbachev, stop-

cheered him along the motorcade route.

After talks, the Warsaw Pact issued a

statement on North Atlantic Treaty Organi-

zation proposals to modernize tactical, or

short-range, arms, saying that "concern was

expressed at the intentions of certain NATO

circles to compensate the climination of both

classes of ouclear weapons on the continent by increasing and modernizing other weapon

There have been NATO proposals to mod-

ernize short-range ouclear missiles, which are not covered by the INF treaty, and to

The briefing of other Warsaw Pact leaders

followed a practice Mr. Gorbachev had es-

tablished after the summit meetings in Gene-

improve conventional forces.

va and Reykjavík.

Medical Center.

tal Oct. 16 to be treated for compli-

 Last Performance in 1974 By Harold C. Schonberg

of the listeners were the pianist Leopold Godowsky and the violinist Mischa Elman. As the young Heifetz played, Mr. Elman mopped

In the decades that followed, Mr.

Warsaw Pact and NATO Review Summit Results

arms control."

treaty on Tuesday.

ern Europe.

As expected, the Eastern allies - the Sovi-

But the leaders also took the unusual add-

"for the great effort made by the Soviet

Union in the first concrete step in nuclear

A statement issued after the meeting said

the treaty was "a proof of the vitality of the

new way of thinking" - the phrase Mr.

Gorbachev has used to describe his foreign

The Warsaw Pact statement briefly, ad-

dressed the issues of conventional arms and

battlefield nuclear weapons, to which atten-tion has shifted with the elimination of medi-

um-, and shorter-range weapons, and the

prospect of progress on strategic arms. The

alliances of East and West are negotiating in

See EAST, Page 2

et Union, East Germany, Poland, Czechoslo-

vakia, Himgary, Bulgaria and Romania -

ideal of art."

1901, in Vilna, Lithuania. His father, Ruvin, a violinist, taught him to play at the age of 3. At 5, Jascha Heifetz justified his rival's discour- entered the Royal School of Music



In Brussels, Praise for the Treaty

By John M. Goshko

Atlantic Treaty Organization put that lan-

guage in the opening sentence of a communi-

qué after hearing a detailed briefing by Sec-

retary of State George P. Shultz about the

President Ronald Reagan and the Soviet

Behind the public praise in Brussels for the

treaty removing medium- and shorter-range

nuclear missiles from the U.S. and Soviet

arsenals, there was some grumbling, notably

NATO sources said that France had re-

fused to permit the use of the word "histori-

summit meeting held in Washington.

public appearance at age 6 with the Mendelssohn Concerto. His was a poor family, and when See HEIFETZ, Page 2

Jascha Heifetz

around before being killed

by France, about new problems that the cans who presume to speak for Europe and

accord might create for the defense of West- say the Europeans don't want this treaty."

They said it was significant that

lodged with the commission, they've never done a thing."

acknowledged that the youth had stopped and turned

Mr. Gosset was suspended without pay. But it was 10 days

## **ASEAN Looks Toward Japan** 6 Nations Seek Expansion of Trade With Regional Giant

vestmeot for the organization,

which links Brunei, Indonesia, Ma-

laysia, the Philippines, Singapore

and Thailand. However, studies made by some

officials show that the notennal for

growth in Japanese investment

abroad is much bigger than for the United States. Only 4 percent of

Japan's industrial production is

done offshore compared with 20 percent for the United States.

Japan buys about 10 percent of

#### ing. He is to hold talks with the the buge Japanese domestic market ASEAN heads of government on would be opened wider to ASEAN By Michael Richardson

International Herald Tribune SINGAPORE — When ASEAN Tuesday.
opens its first summit meeting in 10 Japan a

Quoting the Norwegian foreign minister,

See NATO, Page 2

Thorvald Stoltenberg, he added, "As the

cal" in the description of the treaty in the

years Monday in Manila, members will be striving to expand the eco-nomic and political cooperation that officials say is vital if the group is to retain its international influ-But analysts said Friday that de-

veloping closer ties with Japan may turn out to be the most important element in future economic growth for the organization, the Association of Southeast Asian Nations

Prime Minister Noburu Takeshita of Japan is the only non-ASEAN leader invited to the Manila meet-

#### exports. The United States takes 30 percent. ASEAN leaders, worried that U.S. imports and investments may decline, are looking to Japan to buy more from Southeast Asia and invest more in the region. Japanese officials said that Mr. Takeshita, making his first trip

abroad since taking office last month, would announce details of According to the police, the incident began with a radio a \$2 billion financial aid package call from a taxi driver complaining that a passenger, Mr. Griffin, was refusing to pay. A police computer check at the intended chiefly to stimulate private-sector growth in ASEAN scene showed that he was wanted in connection with breaking and entering; he was driven to the police station, where he tried to flee. According to the first police account, Mr. Gosset, 38, called on him to halt, then fired. Later, the police

The officials said that much of the money would be in the form of low-interest loans. Financial assistance would not be tied to the purchase of Japanese goods and ser-

before he was charged, and by that time 2,000 protesters, Organization sources said they including many whites, had marched on the Palais de Justice. had been been advised that small-Public concern was beightened after the disclosure that and medium-sized companies in-Mr. Gosset, a 16-year police veteran, had been accused of a vesting in Southeast Asia would be only about 17 percent of the eligible for the loans even if they group's total trade. Vicente B. Valprevious racial assault, involving a Ghanaian professor who said he was beaten by the officer in 1981. Then, the police were not owned by Japanese or

ASEAN interests. Emotions in the Griffin affair were heightened by the fact They said that, if confirmed by that the youth was the only surviving child of a Jamaican Mr. Takeshita, this would be a maimmigrant, Gloria Augustus. But among blacks, the incident jor sumulus to industrial investwas seen as the culmination of a pattern of disregard among ment. The rise in the value of the declined since 1983. the authorities going back many years. Many of the probyen has made repayment of Japalems involve the police; others involve charges of discriminanese loans increasingly burdentioo in housing, in public and private employment, and in some to ASEAN countries.

Officials of the group said they would seek lower interest rates from Japan and undertakings that

would be opened wider to ASEAN exports. Most member countries Japan and the United States are have large trade deficits with Jathe main sources of trade and in- pan

Mr. Takeshita said in Tokyo that he did not plan to announce specific measures in response to the organization's demands for trade liberalization.

In a speech last week to an ASEAN-U.S. Business Council conference in Washington, Allen Wallis, undersecretary of state for economic affairs, said the Reagan administration was not ready for a free-trade agreement with the orga-nization similar to those the United States had with fsrael and was preparing to complete with Canada. Mr. Wallis said Washington ex-

perted the Manila meeting to decide whether to proceed with a wide-ranging joint study on the organizatioo's economic relatioos with the United States. Nearly all member countries

have trade surpluses with the Unit-

Prime Minister Lee Kuan Yew of Singapore said recently that be ex-pected the summit meeting to en-dorse an extension of preferential

trading arrangements and more liberal conditions for ASEAN industrial ventures. These measures, he added

would "demonstrate that we have the political will to cooperate and support each other in our economic

intra-ASEAN trade amounts to depenas Jr., director of the Southeast Asian central banks' research and training center in Kuala Lumpur, said that the intra-ASEAN share of imports and exports had

Economic ministers of ASEAN countries meeting to Singapore in October agreed that, by 1992, 90 percent of items traded within the group would have preferential ac-

See ASEAN, Page 2

#### mous with perfection of technique forn by winning recognition as per-and musicianship. His last solo haps the greatest violinist of his concert was in 1972 at the Los time. His playing was ootable for LOS ANGELES - Jascha Heifetz, 86, who at age 16 was recognized as one of the world's fore-Angeles Music Center, his final its silken tone, its technical perfecwords to the audience were, "I am tion and its careful regard for the most violinists and who maintained pooped." His last public perfor- composer's slightest markings, mance was in 1974. this status for more than 50 years, died late Thursday at Cedars-Sinai When be made his U.S. debut at ly, some say, because he lacked the Carnegie Hall on Oct. 27, 1917, two flair for it, but more particularly

Mr. Heifetz had undergone oeurosurgery after entering the hospications arising from a fall. Earlier, officials said he had a malignant

New York Times Service Mr. Heifetz's oame was synony-

By John F. Burns
New York Times Service
MONTREAL — Anthony Griffin could scarcely have

guessed that an argument with a cab driver here last month would end with Mr. Griffin dead in the parking lot of a

police station, victim of a police bullet in the forehead. Much

less could he bave known that this would become a landmark in the troubled histoty of one of Quebec's forgotten minor-

Mr. Griffin, 19, was one of 120,000 blacks in this city of

2.8 million, a member of a community that traces its origins to the establishment of the French settlement. According to

a recent history of blacks in the province, the first black man

to set foot in Montreal, Matthew da Costa, arrived in 1632

with Samuel de Champlain, the French navigator who founded Quebec; da Costa spoke the Micmac language, essential in Champlain's dealings with Indians.

That footnote, little known in this province of 6.5 million,

lends irony to the situadon developing in the last 20 years, as Caribbean migrants have multiplied. According to commu-

nity leaders, being black in Quebec has meant standing on

the sidelines of the province's ethnic struggle, the push by the

French-speaking majority for broader language and political

"In Quebec, it is being French-speaking that counts," said Dorothy Williams, a historical researcher who works at the

Negro Community Center, the oldest of a dozen or more black organizations. "It's not a question of the black man

having got lost; the fact is, be was never found."

dowsky responded.

his brow and said to Mr. Godowsky: "It's rather warm in here." "Not for pianists," Mr. Go-

proach as advocacy of "the Grecian

He avoided showmanship, part-ly, some say, because he lacked the because he thought it was in bad taste. The critic James Gibbon Huneker defined the Heifetz ap-

Jascha Heifetz was born Feb. 2, in Vilna and made his first major

A Murder in Quebec Highlights the Plight of Blacks Since the Griffin shooting Nov. 11, the problems of blacks knows that in most complaints visible minorities have in Quebec have received wider attention than they received in years. The incident prompted the establishment of an official inquiry, under the Quebec Ruman Rights Commission, into relations between police forces across the province and racial minorities. The policeman who killed the black

> 'In Quebec, it is being Frenchspeaking that counts. It's not a question of the black man having got lost; the fact is, he was never

> > - Dorothy Williams, a researcher of black history

teen-ager, Constable Allan Gosset, has been charged with manslaughter, Neither measure satisfied blacks; most demanded a murder charge and questioned whether the Human Rights Com-mission was capable of a fair inquiry. Ilma Lynton-Holt,

executive director of the Negro Community Center, founded 70 years ago, said this was a "runaround."
"I told Mark that," sie said, referring to Herbert Mark, Quebec's justice minister, who announced the move. "He

Io Canada, Monurcal is far from the only city that has had See CANADA, Page 2

paid an out-of-court settlement of \$1,500.

CONTRACTOR OF CONSTRUCTION STRUCTURE OF A SECTION OF A SE

# 11 Dead, 40 Injured By Car Bomb at Spanish Civil Guard Barracks

bore the hallmarks of Basque terrorists exploded Friday at a bar-racks of the paramilitary Civil pulled from the rubble of the three-Guards in the northeastern city of Zaragoza, killing 11 persons and

The blast ended a six-month full in major terrorist attacks in Spain. It followed recent police successes

#### **ASEAN:** A Look to Japan

(Continued from Page 1) cess into each of the six home mar-

analysts noted that many ASEAN countries produced similar goods and competed for export markets and investment. This ruled out rapid movement toward a West European-style economic commu-

nity, they said. But this growth strategy is now under threat and one ASEAN member, the Philippines, has been

rocked by coup attempts and an aggressive Communist insurgency. Because of security concerns, the Manila summit meeting was cut to two days from three. The govern-ment of President Corazon C. Aquino has deployed thousands of troops, as well as warsh ps and heli-

copters, to guard visiting officials.
Raul Manglapus, the foreign minister of the Philippines, said Thursday it was possible that a long-standing territorial dispute between the Philippines and Ma-laysia would end during the Manila

meeting.

He said that the Congress in Manila was trying to push through legislation that would renounce the Philippine claim to a large part of the Malaysian state of Sabah.

Malaysia has said that if the claim to Sabah is dropped, it would sign a treaty of friendship and co-operation, and border patrol agreement, with the Philippines.

Diplomats said Friday that such an accord would strengthen ASEAN cohesion and help reduce the flow of smuggled arms thought

Moslem rebels in the southern Phil-ippines from Malaysia. Abu Hassan Omar, Malaysia's foreign minister, said Thursday that the U.S.-Soviet treaty to eliminate intermediate-range missiles, including those in Asia, would help create favorable conditions for keeping ouclear weapons out of

South East Asia. He said in Kuala Lumpur that a draft treaty for a nuclear-free zone would would be discussed at the arrests of ETA members in Spain Manila summit.

Singapore and Thailand believe resort frequented by King Juan their SS-20s. ar-free treaty it might make it more difficult for the United States to remain in the region as a military power to counterbalance the presence of Soviet naval and air forces at Cam Ranh Bay in Victnam. Many U.S. warships and aircraft

in Southeast Asia are capable of carrying nuclear weapons.

#### Walesa Says He Backs U.S.-Soviet Arms Pact The Assessment Proces

BUFFALO, New York - The Polish Solidarity leader, Lech Walesa, said in an interview with a public radio station here that he approved of the U.S.-Soviet armsreduction treaty.

"It is a step in the right direction, so obvious that everybody - all be taken in order to approach the solution of the other problems," he said Thursday in an interview by telephone from Gdansk, Poland.

#### **CHURCH SERVICES**

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CHAPEL OF ST. PRUS X, Estrada da Yone, 100, Tel.: 759-04-07. Lalla Tridentine Mass, 11:30. Liturgical choir, Gregorian chant, new members welcomed. Chapel Scata Monew members welcomed, Chapel Sorta Ma-ria, Monforte (Alentejo), Tel.: (045) 53296, 6 p.m. Père Philippe Panet.

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Worship: 10.45. Other activities. Cell Dr. B.C. homas, Pastor. (1) 47.49.15.29.

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By Torn Burns against the Basque separatist group ETA and the Spanish government's exploratory cease-fire talks with

story brick building, which housed 30 Civil Guardsmen and their fam-

An estimated 110 pounds (50 kilograms) of explosives ripped a 15-yard (13-meter) hole in a facade of the building's living quarters. Sentries at the barracks said two

men parked a car against the build-ing shortly after 6 A.M. and then left in another car. The parked vehicle exploded almost immediately and a sentry who was approaching it was among the seriously injured.

The violence of the attack re-called ETA's last major attack in June, when a bomb in a Barcelona supermarket killed 21 persons. A car bomb early this year in Zarago-za killed an army major and the driver of a military bus.

Over the past two decades, ETA has been linked to about 550 deaths and more than 400 of the organization's members are serving prison sentences. The group is seeking to create an independent Basque

ETA is the Basque-language ac-ronym for Basque Homeland and Liberty.

The attack Friday showed that the separatists are still employing violence, despite the apparent pro-gress of the Spanish government's carrot-and-stick approach to disband ETA and end the violence. The dual-track policy involves police drives against ETA and se-cret negotiations with separatists to bring about the organization's sur-

Police actions against ETA have been matched by political initiatives. Since the summer, officials have acknowledged that govern-ment envoys and ETA representaoves have held talks in Algeria, hinging on a separatist cease-fire and individual pardons for imprisoned ETA members.

Indicating a suspension of such contacts, a government spokesman said Friday in Madrid that there could not be talks while the vio-

Spain has been aided by France, until recently a traditional hiding place for Basques, in its crackdown. In September, the capture of ETA's alleged military commander in southwestern France prompted a roundup of more than 100 suspects in Spain and France. In the past 18 months, about 160 Basque suspects living near France's border with Spain have been deported to Spain. Earlier this month, the Spanish authorities revealed that a series of

had thwarted a plan to bomb a ski if the Russians agreed to get rid of

(Continued from Page 1)

forces and arms.

statement said.

(Continued from Page 1)

Norwegian minister told the meet-ing, 'If you want to know what Norway thinks, ask the Norwe-

The treaty capped a process set in motion on Dec. 12, 1979, when NATO, concerned by Soviet de-

ployment to Eastern Europe of mo-bile SS-20 missiles, voted to deploy U.S. cruise and Pershing-2 missiles

at American bases in Britain, West

Germany, Italy, Belgium and the

NATO made the deployment part of a two-track strategy that said the missiles would be removed

Netherlands.

# EAST: Gorbachev Gets Triumphant Welcome in Berlin

DHAKA, Bangladesh — Opposition leaders, freed from detention, defied state of emergency laws Friday and held protest rallies while renewing

calls for the resignation of Bangladesh's president,

Lieutenant General Hussain Mohammed Ershad.

Officials in the capital said that General Ershad, facing the worst challenge in his six years of power,

might concede to an opposition demand for a

caretaker government to oversee new elections.

where critics of the medium-range treaty have expressed concerns that without the missiles they would be treaty have expressed concerns that without the missiles they would be treaty have expressed concerns that without the missiles they would be Vienna on a mandate for new talks on reducing conventional weapons. The statement also indicated a bloc force with no bargaining leverwillingness to address Western age against it. concerns about the superiority of

the Soviet bloc in convencional While the other leaders watched, the foreign ministers of the Soviet Union, East Germany and Czecho-"The allied socialist states emslovakia signed a separate treaty in phasized their willingness to mainwhich East Germany and Czechoain a level necessary for their deslovakia agreed to let U.S. inspecfense and also to resolve the problem of asymmetry and imbal-ance in individual weapons categotors monitor the dismantling of So-viet missiles stationed on their land, as stipulated io the treaty. ries by reducing the armaments of

the side that has superiority," the The statements seemed intended at least in part for Western Europe maraderie and good cheer. East and preparations for a party con-and in particular West Germany, German television showed the par-

Foreign Minister Hans-Dietrich Genscher of West Germany said the treaty was an example of "how the alliance can make its policies prevail if it remains united and de-

of the five countries where the mis-

complex verification procedures.

Anti-government protesters in a torchlight procession Friday night in Dhaka.

Bangladesh Opposition Defies Protest Ban

General Ershad, who dissolved Parliament on Sunday, said Friday that elections for a new Parliament in power in a military coop in 1982. (Reuters, AFP)

left facing a far superior Soviet- unexplained absence from the meeting of the Romanian leader, Nicolae Ceausescu. He was repre-

sented by his foreign minister, loan Totu, who was officially described as Mr. Ceausescu's "personal representative." Officials gave no reason for Mr.

Ceausescu's absence, and even privately, East European diplomats were not sure whether he was snubbing the meeting in his old role as the maverick of the Soviet bloc, or Mr. Gorbachev's meeting and staying home for domestic reasons, the subsequent luncheon with his allies seemed permented with cament with the devastated economy

NATO: Communiqué Hails Pact, but France Grumbles proach withstood strong Soviet Worner Gets NATO Post criticism, anti-nuclear protests that NATO appointed Defense Min-ister Manfred Worner of West Gercreated political turmoil in the countries that accepted the mismany on Friday to be its new secre siles, and on-again, off-again nego-tiations between Washington and tary-general, succeeding Britain's Lord Carrington, who steps down next year, Reuters reported from

ment would be held within the 90 days stipulated

by the constitution. Addressing public meetings in western Bangladesh, he said elections were "the

only constitutional means to overcome the situa-

He maintained that responsibility for running Bangladesh would go to whatever party won the

"He seems quite close to biting the bullet," a source close to the president said, adding that aides

tion now facing the nation."

On Friday, the foreign ministers NATO foreign ministers announced the appointment of Mr. Worner, 53, after a one-day session at NATO headquarters in Brussels. siles are based signed an accord clearing the way for Soviet specialtheir territory as part of the treaty's

> been widely expected after the only the Atlantic provinces and the praiother candidate, former Prime Minister Kaare Willoch of Norway, withdrew his candidacy on blacks and 1.5 million Asians.
> Nov. 30.

Mr. Worner, a tireless campaigner for greater military spending to counter a Soviet military build-up, will be the first West Garman to hold NATO's most senior political

#### Rabin to Sign U.S.-Israel Pact The Associated Press

JERUSALEM — Defense Minister Yitzhak Rabin of Israel flew Haiti and Jamaica.
to Washington on Friday to sign an According to Ms. Lynton-Holt, agreement that grants Israel a sta- 42, who grew up in Panama, the tus similar to NATO countries in new arrivals changed a community dealing with the U.S. military. The that traced its roots to slaves understanding, effective for 10 brought to Quebec from Africa and years, expands the list of military the Caribbean in the 18th and early contracts Israel can bid for and 19th centuries, and to American broadens the range of military blacks, some of them also slaves, products it can sell to the United who fled to Canada between the

## Israelis Kill 3 Protesters At Camp in West Bank

By Glenn Frankel
Washington Past Service
NABLUS, Occupied West Bank

- Israeli soldiers opened fire Friday on Palestinian demonstrators at a refugee camp here, killing at least three persons. The clash raised the toll to at

least 6 dead and more than 50 years in the occupied West Bank and Gaza Strip. Arab witnesses said four Pales-

tinians died at the Balata refugee camp. Two were 11-year-old boys, said the witnesses, whose account differed widely from the army's. Of the Palestinians killed since Wednesday, two were teen-agers and three were 12 or under. The shootings occurred after the military authorities pledged to increase patrols and crack down on stone-throwers at the camp, which

of Palestinian resistance. An army spokesman said the crackdown would continue despite

to go on, it will spread all over" the West Bank. The spokesman said the clash began when dozens of residents at the camp were ordered out of their White houses by two rival youth gangs. Kasperos and surrounded a patrol of Israeli

The latest violence in the occupied territories began last weekend with the stabbing death of an Israe-

li businessman in Gaza City. ■ 5 Die in Sea Clash

The Israeli military said Friday that an Israeli Navy second lienten-ant and four Palestinian guerrillas were killed when a navy boat discovered a rubber dinghy carrying guerniles off the southern coast of Lebanon, The New York Times re-

ported from Jerusalem. The navy, which closely monitors international waters around israel, identified the dinghy Thurs-day night near the mouth of the Litani River, between Tyre and Sidon, a spokesman said Friday.

#### **CANADA:** Plight of Blacks

to absorb a growing nonwhite population. Since a change in immigra-A. communique expressed the tion policy in the large in inningra-tion policy in the large in the large in inningra-tion policy in the large in the lar ton's decision to retire after four Asia and the Caribbean have servers in office and said they had asked Mr. Worner to take over on less like Montreal. Toronto and July 1 Vancouver, and spreading out to Mr. Worner's appointment had more remote communities across

There are oow about 500,000 If the going has been rougher for the immigrants in Montreal, black leaders believe it may be because the city has been absorbed with the fight for advancement of French Canadians, a minority within the country at large but overwhelming-ly preponderant in Quebec. The fight, recurrent for a century, ignited in earnest in the 1960s, just as the black community began to

grow with migrants from Grenada, Revolution and the Civil War.

## WORLD BRIEFS

# Beirut Weekly Says U.S. Hostage Is III BEIRUT (Renters) — An unidentified American hostage in Lebanchi is dangerously III but will be freed soon, the Lebanese weekly magazine Ash Shiraa said Friday. Beirut will soon primers the release of an American hostage after his

"Beirnt will soon witness the release of an American hostage after his health deteriorated in a way that threatens his life," said the magazing, which in November 1986 first revealed the U.S. arms-for-hostages trans-

actions with Iran. "Negotiations for his release have reached an advanced stage by which all the demands of the kidnappers have been achieved."

The magazine, known for its close ties to Iranian officials, did not name the hostage. Nine Americans are among 24 foreigners believed to be held hostage in Lebanon. The Islamic Jihad for the Liberation of Palestine, said in March that an American is more helder. said in March that an American it was holding, Alan Steen, 48, was gravely ill. But be later appeared in a videotape made by his captors and

wounded in 3 days during the worst outbreak of violence in several vents in the occamed West Bank BELGRADE (Reuters) — All 750 adult inhabitants of a Yugoslav

village are on a hunger strike to protest the arrest of two youths, the semiofficial Belgrade newspaper Politika said Friday.

The inhabitants of Mosevac, in the central Yugoslav republic of
Bosnia-Hercegovina, began their protest Wednesday, the paper said. The
jailed youths, also on a hunger strike, were arrested for accusing local
organizations of corruption.

Meanwhile, about 1,000 coal miners in Kakanj, in central Yugoslavia went on strike Friday to demand a pay rise, the news agency Tangug said. It said the miners were striking because they received a 25-percent pays increase for November and December rather than the 50 percent they had requested. They also sought a 100-percent pay raise for January. Yugoslavia has an inflation rate of 160 percent.

#### the Israeli Army considers a bothed 22d Game Is Drawn in Chess Match

SEVILLE, Spain (Renters) — The 22d game of the world class championship between the titleholder, Garri Kasparov, and his challengthe deaths because "if we allow this cr. Anatoli Karpov, was agreed drawn on Friday after just 19 moves. The 24-game match is ded at 11 points apiece.

GAME 22 QUEEN'S GAMBIT DECLINED Karpov Кагроч . Rel 9. cd 10. Be2

#### UN Panel Rejects U.S. Move on PLO

UNITED NATIONS, New York (NYT) - The United Nations put itself on a collision course Friday with the United States when a key committee of the General Assembly voted overwhelmingly to condemn a U.S. congressional attempt to close the Palestine Liberation Organization's observer mission to the United Nations.

The Committee on International Legal Matters endorsed by a vote of 100-1 a resolution that affirms the PLO's right to maintain its observer mission under the UN's 1947 Headquarters Agreement with the United States. The agreement sets out the terms and conditions under which the United Nations established itself in New York.

Haiti Candidates Call on Junta to Quit PORT-AU-PRINCE, Haid (AP) - Four leading presidential candi-

dates on Friday jointly called for the military-led junta to resign immediately and spurned its plans for new elections as a ruse to retain power.

The junta leader, Lieutenant General Henri Namphy, was urged by by Caribbean leaders on Thursday to present a broadly based electoral council. Elections on Nov. 29 were halted by violence that left 34 people dead and approximately that there are beginning that the property of the p dead, and opponents said the three-member junta did nothing to protect the public. The junta has said it will swear in a new nine-member Electoral Council on Saturday and move ahead to new elections Jan. 17.

#### For the Record

Sir James Goldsmith, the British-French investor, has given up the editorship of the French weekly magazine l'Express, the group's chairman said Friday. The chairman, Bruno Rohmer, said Sir James was stepping down because he planned to be away from France until next

#### TRAVEL UPDATE

#### Swissair Discusses Sharing of Routes

ZURICH (Reuters) — Swissair has held discussions with several other European airlines about possible cooperation, including route sharing, but no agreements have been reached so far, a spokesman for the airline said Friday.

He sald Swissair was considering sharing routes or technical services.

and had talked with KLM Royal Dutch Airlines and Sabena of Beigium. He could not name other carriers that might have been contacted. The spokesman called cooperation in Europe one of Swissair's major goals for

However, he added: "There is no deadline. This is all taking place in view of 1992 and the liberalization in the European Community?" In 1992, the EC plans to adopt what it calls an internal market, eliminating all barriers to trade among member nations. Switzerland is not a member of the EC but does not want to be shut out of cooperating, he indicated. Air France said Friday that a four-day strike by pilots that started Thursday continued to have only limited impact. A spokesman said that 75 percent to 80 percent of the airline's French-based flights would take

normally until the end of the stoppage.

# 2 Sides Agree on Limit to Ballistic Warheads

By Michael R. Gordon New York Times Service

WASHINGTON — While they circumvented their central disagreement on the Strategic Defense Initiative, President Ronald Reagan and Mikhail S. Gorbachev resolved one important issue by deciding that there should be a limit WASHINGTON - While they solved one important issue by de-ciding that there should be a limit of 4,900 on the number of war-

The United States had proposed a limit of 4,800, and Soviet officials had recently hinted that a limit of 5,100 might be acceptable.

heads on ballistic missiles. But the two sides still have to work out what those limits should be and how they should be verified. Some progress was made, too, on how to verify a new treaty on long-Specifically, the two sides agreed

some Reagan administration officials said the Soviet side had agreed ing of electronic signals during missile tests, as the United States has insisted

number of sea-launched cruise mis-

siles, as the Russians have insisted.

a treaty reducing long-range arms, such as what further limits should be placed on the number of warheads on land-based missiles. The United States has insisted

that the Soviet Union accept a limit of 3,300 on the number of warbeads on land-based missiles, which is Moscow's strong suit in strategic weapoury. Soviet officials are reported to have countered by saying that Moscow would accept a limit of 3,300 on the number of warheads on its land-based missiles

The Soviet Union gave formal deferred for further negotiation. question of what limits are set on SDI tests by the 1972 ABM treaty.

The Soviet Union has insisted upon a strict view of the treaty, which would severely limit the scope of tests on the SDI program, commonly known as "star wars." Moscow has said that cuts in longrange arms should not be carried out unless the United States adheres to this view.

In contrast, the Reagan administration has put forth a broad view of the treaty, which would on "counting rules" to determine allow unlimited testing of some the sides to observe the ABM trea-how many warheads are actually new types of anti-missile systems. The communique issued Thursday ducting their research, developavoided the issue of which interpretation was correct. It said only that which are permitted by the ABM the two sides had agreed that they treaty," and not to withdraw from should observe the treaty as "signed in 1972."

As one administration official put it: "We explained our position. They explained their position. We

nothing in the communique that contradicted the administration's view that the treaty should be broadly interpreted. But by the same token, the official said the communique did not preclude the Soviet Union from pressing its view that cots in long-range arms cannot be carried out if the United States stops adhering to the strict view of the ABM treaty.

The Russians, however, now ap-

On another important ABM Dole of Kansas.

The second secon

Progress was made in some other This the United States refused to treaty issue, the two sides did not do, and this contentious matter was deferred for further negotiation.

Also unresolved was the key though they both agree that the issue must be worked out.

The United States has offend not to withdraw from the ABM treaty through 1994. The Soviet Union had said that the two sides should agree to a 10-year period of nonwithdrawal. The two sides could not agree during the summit

meeting.
The joint statement issued at the end of the meeting said both sides had agreed to tell their negotiating delegations in Geneva "to work out an agreement that would commit ty, as signed in 1972, while conducting their research, development, and testing as required, which are permitted by the ABM it "for a specified period of time."

But the two sides now appear to agree on what should happen-after the period of nonwithdrawal has elapsed. No later than three years before the period of nonwithdrawal expires, the two sides must begin talks on the implications of antimissile systems. In line with American demands, each side is free, to do what its wants after the nonwithdrawal period lapses.

#### Labor Secretary Confirmed United Press International 4.

WASHINGTON - The Senate The Russians, however, now appear to be expressing their position Anne Dore McLanghlin as secrem somewhat differently. Instead of tary of labor. She will succeed William E. Brock, who resigned to head the presidential campaign of the Senate Republican leader, Bob

#### HEIFETZ: Violinist Is Dead

(Continued from Page 1) his father tried to persuade the great violin teacher Leopold Auer to listen to the prodigy, there were

many refusals. The family had moved to St. Petersburg to be near Auer at the conservatory. When the teacher finally granted the young Heifetz a hearing, how-ever, he announced that the boy vas the most astonishing genius in

his experience.

After two years with Auer, the youth gave a recital in St. Petersburg that drew attention throughout Russia. At age 10 be played in Berlin with the Berlin Philharmon-Berlin with the Berlin Philharmonic, Thereafter he toured other European countries.

In 1922, he gave four Carnegie Hall concerts. At the fourth, the omy, the Soviet missile defense efhouse and the police had to be of earlier arms control treaties. called to restore order.

the offer, but most remained and the president and myself, applauded thunderously.

Mr. Heifetz was considered a matchless interpreter of Beethoven, Brahms and Mendelssohn. But be called "When You Make Love to Me - Don't Make Believe," under the Tin Pan Alley alias of Jim

Hoyle. In later life, Mr. Heifetz withdrew more and more from playing concerts, saying, in effect, that he had done enough performing and oo longer felt the need.

#### Shultz Contends the Western Press Was Soft on 'Novelty' of Gorbachev

BRUSSELS — The U.S. secretary of state, George P. Shultz, said Friday that the Western press was soft on Mikhail S. Gorbachey, the Soviet leader, and would be tougher when the oovelry wore off.

Mr. Shultz was speaking aboard his aircraft en route to Brussels,
where he briefed NATO allies on the Reagan-Gorbachev meetings that ended Thursday in Washington.

Mr. Gorbachev, 56, captivated the U.S. press as a dynamic leader who presented a much more open and benign image than some of his

"I think it's a very good thing that Mr. Gorbachev is addressing Western audiences directly and through the press," Mr. Shultz said. "After the novelty wears off, he'll find the press is a good, tough

# medium. So far, they are on the soft side."

(Continued from Page 1)

crowd pushed into the sold-out fort or charges of Soviet violations

During World War II, Mr. Hei-fetz, a U.S. citizen since 1925, changed for the better, as have "The president's views have toured U.S. Army camps, and in mine," Mr. Gorbachev said during 1942 he heard that a throng of his marathon oews conference soldiers gathered to hear him had Thursday night when a questioner appeared under duress. Before beginning his concert, he told them he the "evil empire" tone in the presiwould not be slighted if any of dent's utterances. "I think we oow them left. Some took advantage of have more understanding between

> But that understanding came only after Mr. Reagan and Mr. Gorbachev spent years testing each other and finally making concessions. For example, Mr. Gorbachev repeated his determination on Thursday night to frustrate Mr. Reagnn's dream of a global missile defense system, though he said he would be willing to allow the United States to squander its money in pursuit of the dream.

But Mr. Gorbachev did not insist

that the joint statement include agreed to that oow. The White carried on their missiles. Further, new restrictions to limit the "star House announced that Mr. Reagan wars" program, which Congress would go to Moscow next summer cials said the Soviet side had agreed has curtailed until nearly the end of even without final agreement on a to the American suggestion that Mr. Reagan's term. For Mr. Gor- treaty to reduce strategic weapons, there should be a ban on the encodbachev it was a concession, but a They want a smooth roll into relatively painless one, simply to the history books," a former White

years of his presidency, Mr. Reafor saive to heal his wounded presign felt he had the luxury of wait-dency after a year of waning ing out the Soviets, a tactic that he influence. Polls conducted in the celebrated on Thursday night as first two days of the summit talks' "persistence and consistency" for the White House show that Mr. which led to agreement on the me-dium-range missile treary. Reagan's public approval rating had returned to the level it was dium-range missile treaty.

The unspoken reality is that Mr. brought it down last November. Reagan can no longer use this tactie in the far more complex phase of reducing the superpowers' strategic cess because both Mr. Reagan and arsenals. He is running out of time. Mr. Gorbachev wanted it to suc-

Hours official said. long way in deciding to do business new way of dealing with Mr. Gorwith Mr. Gorbachev. In the early bachev may prove to be the hoped-

ceed. They appeared to have come

Mr. Reagan, too, has come a More immediately, Mr. Reagan's in these areas, the two sides failed got some fudged language."

Mr. Reagan, too, has come a More immediately, Mr. Reagan's in these areas, the two sides failed got some fudged language."

Another official said there was

before the Irao-contra affair for years that he would not have a time was ripe to improve Sovietsummit meeting without the promise of concrete results, he bas all but differences could not be resolved.

In Sousceman unrecently, instead of demanding "strict compliance," of 3,300 on the number of warheads on its submarine-launched avoid "gross violations."

On another important APA

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BUCLDIED

# Campaign Heats Up For All Sides In Korea

By Clyde Haberman
New York Times Service

SEOUL - South Korea's presidential campaign entered a climac-sic phase Friday in a swirl of warnings about violence and charges that brutality and fraud were being used to gain votes in the election

With the start of a decisive week-The second secon end of outdoor rallies in the two largest cides, Seoul and Pusan, the campaigns grew nastier on all sides. Candidates and their aides used near-apocalyptic language in describe what might happen in the

Kim Dae Jung, a leading opposi-fion candidate, said there could be e "national catastrophe" if the gov-emment party candidate. Roh Tae Woo, won a fraudulent election.

He also asserted that an army corporal who had voted for him by absentee ballot was beaten to death by a senior officer who had ordered him to vote for Mr. Roh.

.The 22-year-old soldier, Chung Yun Kwan, did in fact die, as attested to by an army physician in a signed statement. But there was no way to verify the circumstances of his death, or to determine if it was related to the election.

A leading Roh strategist, Hyun Hong Choo, said that dissidents, not the civil government or the military, presented the greatest risk to the election next week. He warned that radicals might try to seize hal-Int boxes and burn them, thereby risking oullification of the vote.

Despite the gloomy atmospherics, the campaign proceeded on schedule with nothing of substance to suggest that South Korea's first genuine presidential election in 16 years would not take place as

A Western diplomat said that the government had assured that "it nitends to abide by the results of the election whatever they are." But tensions still ran high.

Major streets in central Seoul were awash in plainclothes police officers, following a serious out-break of violence that had forced Mr. Rob to cancel a scheduled rally in the provincial city of Chonju, a strenghold of Mr. Kim. More than 100 people were injured in a vicious hail of stones and gasoline bombs by protesters shouting Mr. Kim's

"The episode prompted President Chon Doo Hwan to call an emergency meeting of key cabinet members. Later, a spokesman said that the government "will no longer tolerate any violent activities which

arge plaza in Scoul. By counci-dence, Saturday is an important anniversary — the day in 1979 when Mr. Chun and Mr. Roh led a . Sharing of Rout group of young army generals m an uprising that put them in power. Anti-Rob demonstrations seemed 

almost inevitable.

At a news conference Friday. Mr. Kim asserted that government dents of violence that have plagued the campaign, including several directed at the other main oppositioo candidate, Kim Young Sam.

.. In accusing the government and ruling party. Kim Dae Jung said they were "creating an atmosphere of the factual picture."

The only "morally correct and A STATE

tional catastrophe." The race is too close to call, and candidates are faced with a large teaching about condoms could at bloc of undecided voters.

whether or not campaign-related, raised an important question about as they can and should." Amore than 3 percent.

## AMERICAN TOPICS



REMEMBERING THEIR MEETING AT THE ELBE — Bill Robertson, left, and Alexander Silvashko embrace at the Soviet Embassy in Washington during a reunion of Soviet and U.S. World War II veterans who first met in 1945 at the Elbe River in Germany. Mr. Robertson, a retired neurosurgeon from California, holds a Life magazine photograph of his 1945 meeting with Mr. Silvashko, a Soviet school principal.

#### A Royal Precedent For Gorbachev Visit

Mikhail S. Gorbachev's visit in the United States recalls the tour of another Russian guest more than a century ago. James W. Symington, a lawyer and former Democratic congressman from Missouri, recounts in The York Times that the 1871 visit of Grand Duke Alexis, fourth son of Czar Alexander II. lasted three months.

President Ulysses S. Grant authorized the invitation in appreciation of the czar's support of the Union side during the Civil War. The goodwill visit of Russian warships to New York had been reassuring to a U.S. government apprehensive about French and British intentions.

From New York to New Orleans, Alexis, 21, tall, handsome and well-spoken in French and English as well as Russian, un-derwent a gannulet "of galas, din-ners, dances, operas, speeches and factory visits, to emerge unscathed on the prairie for a few days of buffalo hunting with

Generals Philip H. Sheridan and George A. Custer,"

The Duke survived everything even a hail of snowballs from mischievous boys in St. Louis, Missouri, and a limerick by a forgotten versifier that went:

Alexis Who from Maine down to southernmost Texas In all of our cities Must suffer committees For of Russia his father the

There is a Grand Duke named

## **Short Takes**

Rex is.

The former commanding officer of the New York state militia admitted in court that for five years in the early 1980s he led a double life. Vito J. Castellano. 61, was a prosecution witness in the trial of Bernard G. Ehrlich, 59, another former militia officer, who is charged with bribing Mr. Castellano to help get husi-ness for Wedtech Corp., a military contractor. The witness said he married his first wife; Doro-

thy, in the mid-1940s, divorced her in 1979 and married his second wife, Linda, the same year, He divorced Linda in 1980 or 1981, remarried Dorothy, then remarried Linda without a sec-ond divorce from Dorothy, whn died last spring. He said that he changed the locks of his two homes so that the same key would fit both front doors.

The first thing aspiring Santa Clauses must remember is to for-get the hearty "Ho ho ho," "It scares the children," says Tammy Goodson, who trains seasonal Santas for Los Angeles stores and civic groups. Santas get a handbook to help them brush up on such things as the names of all eight reindeer, oot to be confused with the seven dwarfs. They also are asked to sit through Saturday morning televising cartoons and commercials to acquaint themselves with the latest in kiddie Christmas wishes. They are warned that "Santa oever promises anything and he listens very carefully."

-ARTHUR HIGBEE

# Iran Subverts UN's Authority, Chief Says

New York Times Service
UNITED NATIONS, New Ynrk — Secretary-General Javier Pèrez de Cuellar has told the UN Security Council that its authority was being undermined by Iran's refusal to accept its cease-fire call and indicated he felt it was time to impose an arms embargo.

Mr. Pêrez de Cuellar's remarks Thursday indicated that the United Nations bid in settle the Gulf War had reached a critical turning point, Western diplnmars said.

Reporting on his latest round of talks with Iran and Iraq, the secre-tary-general said Tehran's leaders still were unwilling to agree in the council's 10-point plan for ending their conflict with Baghdad. More than a million people have died in

Security Council peace plan had reached a dead end.

"I don't see any possibility of further movement without a fresh and resolute impulse from the council," he said.

He did not say what this impulse should be, and he refrained from calling explicitly for the arms emhargn, which the cnuncil has threatened to impose on any side that refuses its cease-fire call. But he clearly implied that the time had come for the council to impose such trade sanctions on Iran.

"The determination of the Security Council to stand by its own resolution is essential if respect is to be maintained fur the authority of the council on which the reputation of the organization and the well being of the international cum-munity depend," Mr. Pèrez de Cuèllar said.

His report, Western diplomats said, means the Security Council finally must face up in the chal-lenge of enforcing its peace resolu-tion on the Gulf belligerents and thereby show whether it is capable of using the great powers the UN Charter gives it to enforce peace throughout the wurld.

At the suggesoon of the Soviet Union, its current president, the Security Council is to start bilateral consultations Monday on what should be done, now that the secretary-general appears to have effectively written off his mediation effort in the Gulf.

Britain, France and the United States, the three Western countries with permanent seats on the council and a veto over its decisions, already are coovinced that Iran does not intend to end the war. They point to Iran's refusal to

accept the plan outright as Iraq has done, its dilatory approach to oe-gotiating with the secretary-genergotiating with the secretary-gener-al, constant shifts in position, and signs that Tebran is massing fresh in Kabul,

As a result, the three countries have been pressing the council for some months to start drafting an arms embargo that would be man-datory for all UN member countries under the charter.

The Soviet Union and China. which also have permanent Security Council seats and vetoes, are resisting, saying the secretary-general should be given more time in negotiate with Iran and Iraq.

But the Soviet Union, which is Iraq's largest arms supplier while sharing a common frontier with Iran, also is showing signs of impa- jani, made clear when he met the agreed between the two countries.

worm missiles to both sides in the tance of the peace plan with a war, is likely in agree to sanctions against Iran if the Soviet Union aggressor in the war.

the Security Council's peace plan, up to assess responsibility for the which calls for an immediate ceasefire, the withdrawal of all troops as soon as Iraq is proclaimed the

minister, Mohammed Jawad Lari- territory until new froncers are

forces near the front, apparently in preparation for a winter offensive.

uience with Tehran's foot-dragging secretary-general at the United Natitude, Western diplomats said. China, which has sold its Silk- ernment is still trying in link accep-

does too, diplomats said.

lran has offered an "informal lraq has said it is ready in accept cease-fire" once the tribunal is set

behind recognized frontiers, an ex-change of prisoners and establishOnly then would Iran even conment of an independent body in assess responsibility for the war. But the Iranian deputy foreign draw its forces from occupied Iraqi

# UN Envoy Talks to Afghan Guerrillas Mr. Pèrez de Cuéllar made it clear that his current efforts in persuade the belligerents in accept the Security County Co

By Paul Lewis

New York Times Service
UNITED NATIONS, New York -- A UN envoy has opened negotiations with the exiled king of Afghanistan and guerrilla leaders on a transitional government to take power if the Soviet Union withdraws its forces, diplomats and officials said

The envoy, Diego Cordovez, whn is trying to oegotiate a politi-cal settlement to the Afghan war in talks with Afghan and Pakistani officials in Geneva, flew to Rome on Saturday for a secret meeting with King Mohammed Zahir Shah, the diplomats said.

The day before, he reportedly met secretly with guerrilla leaders in Geneva, Mr. Cordóvez would neither confirm nor deny the meet-

The aim of these new oegotiations, diplomats said, is to persuade the king and other exiled Afghan leaders that they must start preparing a broad-based coalition of national reconciliation to take over power from the present Communist government in Kahul if the estimated 120,000 Soviet soldiers in Afghanistan are withdrawn.

Secretary-General Javier Perez de Cuellar and Mr. Cordóvez are said to believe that the Soviet Unino will be encouraged in fix a firm timetable for the withdrawal if it sees that the opposition forces are ready to form an administration that would guarantee the safety of Afghan Communists. Mr. Cordovez was to go

Washington oo Samrday to be hriefed on the results of talks about Afghanistan at the Soviet-Ameri-Moscow on Sunday at the Soviet Union's invitation for further talks. In January he will continue his ne-

sent Afghan government and Paki-stan, which represents the guerrillas, could be held in Geneva in February.

This meeting would complete details of a peace settlement for Afshanistan and set a timetable for the withdrawal of Soviet forces.

Zahir Shah, who was deposed in 1973, tuld Mr. Cordovez last week that he would use his influence to encourage guerrilla leaders to form a broad coalition of national reconciliatinn, diplomats said.

The king, who is described as extremely cautious, also indicated side support for anti-Communist that, if the Russians left, he would rebels ceases, The Associated Press probably be willing to return to Afghanistan as a constitucional ponarch with little political power.

While the king is popular with some of the guerrilla movements fundamentalist factions said he i not sufficiently religious.

In May, Mikhail S. Gorbachev,

the Soviet leader, hinted in an in-

#### U.S. Panel Will Decide **About Cuban Detainees** New York Times Service

WASHINGTON - The decisioos on whether to send Cuban detainees back to Cuba will he taken away from immigration aothori-

ties and entrusted to a special panel of the Justice Department, Reagan administracioo officials said. The officials said Thursday that the change was being made because can summit meeting. He is to fly to those who seized federal prisons

the detained Cubans, including and hostages in Atlanta and in Oakdale, Louisiana, distrusted the Immigratioo and Naturalizatioo Service and the procedures it used to determine who would be released on parole.

Officials said the secretary-gen-terview with the Italian Communist eral hopes that the next and possi-newspaper L'Unita that Moscow bly final round of "proximity would accept the king as part of a talks" between officials of the preover the country after Soviet forces

ren teir ink ers are d

And those invulved in the negotiations said the guerrillas are be-coming more flexible in private discussions as they begin to believe the Soviet Union is seriously interested in withdrawing.

■ Gorbachev Sets Terms At the summit meeting, Mr. Gorbachev said that all Soviet troops could be pulled out of Afghanistan in less than a year — but that no withdrawal would begin until out-

reported from Washington. But President Ronald Reagan expressed disappointment that no date was set fur a Soviet pullout.





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# disrupt the public's right to make a free choice and judgment." Free choice and judgment." Conficials said they were concerned that militants might try to make a major rally that Mr. U.S. Church to Teach About Condoms

schools around the country, from

these courses as long as it was pre-

who helped draft the document.

felt moved out of a "responsibility

Father Gallagher, who is secre-

sions of public policy."

#### Catholic Bishops Back Anti-AIDS Educational Programs

By Ari L. Goldman

Catholic hishops of the United States, longtime supporters of their church's ban on artificial birth control, have offered qualified support for teaching about condoms in educational programs aimed at fight-ing the spread of AIDS. In their first major statement on

that Mr. Roh was trying to steal the medically sure ways" to prevent election through massive vote-buymg and fraud. He warned that if nence outside of marriage and fi-the ruling camp wins "there will be delity within marriage as well as the grave consequences, perhaps na- avoidance of intravenous drug

loc of undecided voters.

The death of Corporal Chung, thether or not campaign-related, the corporal chung.

25.9 million registered voters, or given any sanction, however qualified, to a sexual practice that de-

NEW YORK - The Roman

The statement marked the first as religious leaders to bring analywhen account for 850,000 of the

New York Times Service

ministrative Board of the U.S. Catholic Conference, which represents the 300 U.S. bishops. The position paper oo acquired immune deficiency syndrame,

over the last nine months. the disease, the hishops emphasized, "We are oot promoting the use of prophylactics, but merely

nence outside of marriage and fi-

parts from the church's ban oo arti-ficial birth control. tary for education for the bishops conference, said that the statement icial birth control.

The statement was released in no way diluted the bishops' op-Washington by the 50-member Ad- position to artificial birth control rather, he said it involved a chnice between two "evils."

"We are saying that we don't like this idea at all," he said of condoms, "but we know that ignorance called "The Many Faces of AIDS: about this matter could cause A Gospel Response," was prepared death. Our posicion is a toleration of a lesser evil to prevent a greater The paper calls on Catholic

In the paper, the bishops repeat-edly call for compassion toward elementary schools to colleges and those suffering from the disease; appose mandatory testing for the seminaries, to develop materials to teach about AIDS prevention. The role that condoms can play in pre-venting AIDS would be included in AIDS virus; reject calls that AIDS patients be quarantined, and urge those in health care professions to "be mindful of their general moral

sented within the framework of Catholic moral teaching according in the Reverend Thomas G. Gal-lagher, an adviser in the bishops The bishops state firmly that they oppose the approaches to AIDS prevention that involve the so-called "safe sex" methods, such as condoms, which do not involve The bishops also are interested in influencing the broader public, noting in their statement that they the exchange of bodily fluids.

The statement drew praise from organizations involved in AIDS education. B.J. Stiles, execuove director of the National Leadership Conference on AIDS in Washing ton, praised the bishops for fashioning a "compassionate, conjudgmental response" to the crisis.

The statement was condemned,

however, by one conservative Cath-

nlic who leads an anti-abortion or-

"It's atrocious," said Judie Brown, president of the American Life League, which is based in Staf-ford, Virginia. "Roman Catholie teaching against artificial contraception is as clear as a bell. The bishops are confusing Catholics



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# Slam Stewart, Bassist Who Wrote 'Flat Foot Floogie,' Is Dead at 73

New York Times Service
Mr. Stewart was actively perNEW YORK — Slam Stewart, forming and recording until a few
Production of the control of NEW YORK — Slam Stewart,

73: a distinguished jazz bassist celebrated for singing along with his
solos, died of congestive heart failure Wednesday at his home in

Binghamton, New York.

Mr. Stewart, whose professional
rearer began in the mid-1930s, in
played bass in groups led by Benny
Goodman, Art Tatum, Erroll Garner, and other leading musicians.

rear and other leading musicians. During his stint in the popular duo Slim and Slam, with the singer and gentarist Slim Gaillard, he was to author of several hit tunes, most notably the novelty song "Flat Foot Floogie With the Floy Floy."

Mr. Stewart also is remembered as the man who sang along with his bass while playing with a bow producing solos with a rich, slightly errie sound. Some critics thought the technique was a gimmick, but Mr. Stewart, who was always in demand for his more conventional pass-playing skills, used it for musi-

cal rather than novelty effects. He featured the bowing-andsinging technique in "Slam Slam Blues," recorded at a mid-1940s allstar session with Red Norvo, Ted-dy Wilson, Charlie Parker and Dizzy Gillespie

weeks ago.
Leroy Stewart was born in Englewood, New Jersey, on Sept. 21, 1914. Io 1934, he spent a year studying at the Boston Conservatory, where he heard a jazz vinlinist, Ray Perry, singing along with

his solos. Mr. Stewart began singing along with his bowed bass, but pitching his voice an octave higher, creating a broader, more sumptuous sound. He introduced the technique in New York when he arrived there and began free-lancing in 1935. "At times, I slapped the bass when I played," he told John S. Wilson of The New York Times. "It had the same sound as a slam.

I've been stuck with it ever since. But I'm very used to it and prefer it in Leroy." When Slim Gaillard was drafted in 1941, Mr. Stewart joined the Art Tatum Trio and then formed his feld said he became interested in own trio, with a young newcomer, Rodin in his childhood in Berlin, Erroll Garner, playing piano. Mr. where a cousin, Paul Cassirer, was stewart then played with Benny Rodin's dealer. In New York in the Goodman's sextet and big band, 1950s, Mr. Grunfeld also met Ed-and went on to work with many gar Varèse, who had been Rodin's

other celebrated musicians.

They gave me the name Slam, and

NEW YORK (NYT) — Frederic V. Grunfeld, 58, an author and journalist whose biography of the French sculptor Auguste Rodin was published last mooth, died of a heart attack Wednesday in Barcelona. He lived near Deya, Majorca, and had been a cultural correspon-dent in Europe for three decades.

Mr. Grunfeld was in Barcelona on his way to Majorca from visiting New York in connection with the publication of "Rodin: a Biography" hy Henry Holt & Co. His ruher books included "The Art and Times of the Guitar" (1970), "The Hitler File: A Social History of Germany and the Nazis, 1918-1945" (1974) and "Prophets Without Honor: A Background to

World" (1979). In a recent interview Mr. Grun-

Frend, Kafka, Einstein and Their

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## It Was a Good Summit

meeting ended in something less than total cheers and hurrahs. That is probably just as well. A valuable missile treaty years in the making was signed as scheduled; although Mikhail Gorbachev reported "some headway" in reducing strategic arms, the work done on regional disputes and on human rights fell short of producing accord. No one who observed the lurches last year at Reykjavik, however, would argue that summits are necessarily the right place for bold negotiating breakthroughs. All over Washington Mr. Gorbachev displayed his wit and energy, but, we surmise, not too many people took this display as the last word on the summit. By the end of the three days, it seemed that contacts between the leaders had been extended, issues clarified and impetus given to a search for ways to ease the real differences between the two countries. That is plenty.

It was not so long ago that the Soviet press was portraying Ronald Reagan as a new Hutler. This image yielded to Mr. Gorbachev's decision to seek out the American president as an interlocutor, the better to allow him to tend to his country's sizable domesno cares. On his part, Mr. Reagan added to his instinctive aversion to communism a pragmatic view permitting him to seek common ground on practical political concerns. But whether their relanonship now has a special chemistry to it, as some on both sides (on rather flimsy evidence) were at one point suggesting, is less important than that they had the opportunity to come to a clearer

view would help them pursue understand ings of mutual advantage. It also should show them where further agreements will be hard to come by. Both leaders use words such as "true peace" and "good peace" to describe their aims. But nothing in their shared national experiences suggests that all differences between their countries are artificial, accidental, unnatural, soluble — far from it. The right Soviet-American goal remains to reduce the costs and penils of a difficult adversarial relationship.

The point is tellingly illustrated by Mr. Gorbachev's continuing inability to grasp the American view that a prime purpose of a better relationship is to see the Soviet Union put into practice its commitments on emigration and human rights. Evidently be had thought some lesser gestures and an emphasis on arms control and peace would ease the pressure on this front. When it did not be responded sharply and in some instances hizarrely, as in his suggestion that Moscow in limiting Jewish emigration does only what Washington does in limiting Mexican immigration. By opening himself to a good range of American opinion on this and other issues, however, Mr. Gorbachev used the summit well. Presumably he will carry his findings back to the Polithuro. We hope that, on a return trip, he does more business and continues his education, and that Mr. Reagan does the same when he goes to Moscow next spring.

- THE WASHINGTON POST.

# A New Warning on Trade

Bad news on the October trade deficit came right in the middle of the Washington summit conference. Even as President Rea-gan and Mikhail Gorbachev explored arms control, there it was - stark confirmation that the Soviet Union is not the only superpower with economic problems. America's economy is also out of kilter, and the experts are not sure how to fix it.

Uncertainty is particularly pronounced over the trade deficit. For two years, Washington has acted on rosy assumptions that the imhalance of exports and imports would shrink as the value of the dollar fell. Even after the stock market sounded its alarm on Oct. 19, the White House and Congress believed that a modest, partly fake attack on the rout problem — the hudget deficit — was sufficient response. Comes now a new warning.

The Commerce Department says October's imports exceeded exports by \$17.6 hillion. That is the higgest ever, and 25 percent more than September. It appears that the full-year deficit will climb to \$175 hillion; shortsighted administration forecasters had predicted a drop to \$140 billion.

Their prediction was based on the theory that as the dollar falls, imports slow down because they become more expensive, while exports rise because they become cheaper for foreigners to buy. Normally, the trade gap does not start shrinking for at least 12 months after the dollar starts to decline

Last time it was two years. Now it is slower.

One explanation for the longer lag this time is the effects on American buying habits when the dollar's value was exceptionally high. While the president boasted that the "strong" dollar was a tribute to the country's vigor, American industry and consumers developed strong attachments to foreign products, and continue to buy them despite higher prices. Yet how much of the trade deficit does this really explain?

The causes of the trade deficit run deeper still. America has been consuming more than it produces, and borrowing the differ-ence. As the nation's foreign debt piles higher, so does the cost of interest and dividends paid to the foreigners who invest in America. Those payments weaken the U.S. economy. The obvious way to reduce

borrowing is to reduce the budget deficit.

While the president talked with his guest about missile throw-weights and such his chosen chief of the Federal Reserve spoke out for the first time on the weight of the budget deficit. Alan Greenspan, the Fed's new chairman, asserted that Mr. Reagan and the Congress still had not done enough to reduce it. As the experts search for additional answers to close the trade deficit, the least the government can do is clamp down on the budget deficit.

-THE NEW YORK TIMES.

# This Is Not Appeasement?

Turks onto an airplane bound for Gabon in bombings in Paris, not to scorn a French West Africa. An additional eight Iranians and a Turk are under house arrest. All were hid in an embassy with no claim to diplomataccused of harming French interests hy plotting against the Khomeini regime. Oh no, says Paris, this is not appeasement and has nothing to do with other efforts to placate Iran and gain the release of two French hostages held in Lehanon. Who could possibly think otherwise?

It happens that all this was consummated on the day that commemorates the signing of the great United Nations Human Rights Declaration - inspired by France's own epochal declaration in 1789.

It happens that Iran is one of the world's worst human rights offenders, notorious for the torture of political prisoners and the relentless persecution of 300,000 adherents of the Baha'i faith. And it happens that the dictator directly responsible is the very Ayatollah Khomeini who was given asylum in France and allowed to conspire there for years against the shah of Iran.

Was the shah's mistake not to take any French citizens hostage, not to harass French

France has packed 14 Iranians and three diplomats in Tehran, not to plot a wave of court's attempt to question an Iranian who ic immunity? Had he done so, France might have expelled the ayatoliah to Gabon and taken other steps to soothe the shah.

Gabon is thought to be much more vulnerable to penetration by Iranian secret police; thus to send 17 foes of Iran there is to expose them to danger. France's new terrorism policy, explains Interior Minister Charles Pasqua, is never to accept French citizens being held hostage and to "do everything in our power, without compromising gurselves, without regard to other peo-ple's whining" to ohtain their release.

Still, others can, without whining, remind the minister of a principle the French themselves have named, defined in a volume on human rights published in Paris by UNES-CO: "Of particular importance for refugees is the principle of non-refoulement, i.e. that refugees may not on any account whatsoever be expelled or returned to a country where their life or freedom would be threatened."

-THE NEW YORK TIMES.

#### Other Comment

#### **Keeping the Trenches Quiet**

[Mikhail] Gorbachev wants the trenches to stay quiet for the next few years, while be goes about his reorganization job behind the lines. He is doubtless sincere in saying that no future skirmish should be allowed to go nuclear. That is only a limited comfort. Pluralism and Leninism will stare grimly at each other so long as they both exist.

The trenches can be filled in -and Russia can build a fully modern economy — when it breaks out of the constrictions of its present system of government. That need involve no immediately humiliating renunciation of doctrine. The first step would be for Mr. Gorbachev to remove from positions of in-fluence those members of the party who oppose his policies, but let them stay in the party, argue their case and fight for it in regular intra-party elections. That would

start to make Russia a freer place. Full pluralism could come face-saving years later. - The Economist (London).

Should we be disappointed by the out-come of the summit? Except for the now historic "Treaty of Washington" on intermediate-range missiles, it is clear from the com-ments of Messrs. Reagan and Gorbachev that nothing new was achieved. But the most successful summits have rarely been marked by anything but solemn signing ceremonies.

U.S.-Soviet exchanges have developed considerably in the past year. Unless bad will arises anew, these contacts can only be reinforced by the innumerable inspection visits the treaty allows. In an unheard of move, the Soviet chief of staff was allowed inside the Pentagon to visit. This alone says more than all the media victories the Gorbachevs won. - Le Monde (Paris).

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# This 'Scrap of Paper' **Was Worth the Effort**

By Thomas Powers

Just a scrap of paper but something closer to a reprieve that Ronald Reagan and Mikhail Gorhachev signed in Washington, thereby tacking at least 10 minutes onto the expected life span of Western civilization. You would think everybody might raise a glass of Christmas egg-nog to that, but when the auditors tote up the balance sheet for the new INF treaty, you can bet they will heavily discount — if they take notice at all — the sigh of relief from those who live inside the target circles.

"Target" is a word that should suggest the target circles.

gest shooting and violence. No one professionally involved in the husiess of national defense thinks of "intermediate-range nuclear forces"
— missiles with a range of 300 to
3,000 miles (about 500 to 5,000 kilometers) - as actual weapons. All agree they are too dangerous to use. Arms treaties have other purposes securing Ronald Reagan's place in history, for example, or freeing bil-lions of rubles for Mikhail Gorbachev's economic reforms.

But the real significance of the INF treaty is hidden in plain sight. It will reduce the level of violence in the event of a big war in Europe — a continent so crowded that the experts sometimes talk of German towns as being only two kilotons apart. Since we are talking about scrapping 2,600 missiles, this ought to qualify as a big deal. But skeptics of the right will say the treaty only exchanges one threat for another - Soviet nukes for Soviet tanks, which outnumber NATO tanks three to one. Skepnes of the left will say the treaty doesn't matter because both sides retain nukes enough of other types to leave Europe looking like an empty parking lot. Skep-tics of the center will say the Euromissile controversy was all politics from the beginning. If you listen to the skeptics you can't help wondering why both sides fought so long over what amounts to a scrap of paper.

The hardest thing in any arms-control negotiation is to take an igreement seriously after it is signed. The agreements seem so paltry, the effort so long and wearing, the remaining arsenal still so large. The first U.S.-Soviet agreement of significance was signed in 1963. It hanned nuclear tests in the atmosphere but did nothing to limit tesis underground - both sides have developed and tested scores of new warheads since then. "What difference did

weapons — that is, it allowed the arms agreements as its instrument. huilding of new weapons already on the drawing board. The second SALT agreement, signed in 1979 but never ratified by the U.S. Senate, "allowed" both sides to build one new strategic system - the American MX and a similar Soviet missile. For skeptics, this was like arguing over what color to paint the coffins.

But wait — don't forget what the chancellor of Germany, Theobald von Bethman Hollweg, said about scraps all espoused forms of "peacet of paper at the outset of World War 1. He was aghast, incredulous, horrified that Britain planned to fight solely because it had solemnly promised Bel-"Just for a scrap of paper," protested
Bethman Hollweg in disbelief, "Great
Britain is going to make war." Historians can cite 90 reasons why Britain never even thought like a Leninist, thing that made looking the other way unthinkable - was that scrap of paper recording a solemn British promise.

This is far from the standard evalu-

for these tests. The two sides have detonated none since, for one reason only: they promised not to. The weapon builders have a ready fund of bright ideas for new hardware,

but arms control agreements, not ent types, built for reasons hard to credit —like the MX, promised to the air force because the navy got the last big new system. Or the multiple indedid the first version of the Minuteman missile have a one megaton warhead? Because officials wanted the weapon to sound big and scary, and one million tons, like one million dollars, is an American's way of saying "a lot."

Into this chaos, arms control agree-

WASHINGTON — It was not tronal treaties, but the experience of arms control tends to confirm it. A mighty effort is required to repudiate a treaty. The skeptics all say arms agreements have failed to make us safe. They are right. But they are wrong to suggest that arms control agreements have been irrelevant. Before 1963, the United States and the Soviet Union detonated hundreds of nuclear weapons in the atmosphere. Many different reasons were given

> strategy or money, are the biggest fac-tors in deciding whether to go ahead. This was not always so. Soviet and U.S. arsenals are curious grab bags. They include weapons of wildly differpendently targeted re-enry vehicle, or MIRV, funded by the Pentagon in 1963 to mollify missile designers unhappy about the test ban treaty. Why

menis have brought a degree of order and samity. The size and number of missiles, the maximum number of warheads they can carry, the fact that no attempt is made to hide or camou-flage missile silos, how many can be tested at once before alerting the other side in advance — are all determined in fact, not just theory, by agreement. Considerations of nuclear strategy, expense and public senni-

The next summit should require a little less climbing.

tary planners of both sides.

An ocean of ink has been spilled in the last decade over the wisdom of deploying intermediate-range missiles in Europe. The arguments are all moor. Henceforth, there shall be none — not because they are too expensive or scare the public or destabilize the nuclear balance or threaten greater dangers than the one they are designed to prevent - but because the two sides have solemnly agreed the number shall be zero.

But for all the strength of armscontrol agreements, they cannot be said to have made us sale. This suggests a second reason why it is hard to take arms control agreements seriously - the weapons are ton terrifying. The nuclear age has been one long episode of psychological denial — a plain refusal to admit the danger posed by nuclear weapons.

The abiding tone of the professional literature is one of reassurance - why it is all right to have weapons too

SALT-2 agreement is not even a legal safe. But if nukes keep us safe, then controlling them through international agreement falls into the category of nice-to-have, not life-or-death.

These difficulties make arms control a sometime thing — three agreements (four if you include the unratified SALT-2) in 42 years. Odds are it will take eight or 10 years for the next one, despite excited talk about a new understanding on strategic arms. Arms treaties create their own opposinon. There is something about the spectacle of U.S. and Soviet leaders toasting each other in long-stemmed champagne glasses that brings cries of "Not So Fast!" from folk who have memorized the sins of the Russians.

As it was, so it shall be. The ink is barely dry on the INF treaty and we can already hear a new round of muttering. It will grow loud before the treaty is ratified. If arms control doesn't matter, then why all this fuss over another scrap of paper?

The writer, anthor of "Thinking About the Next War," is working on a history of strategic weapons. He contrib-uted this to the Los Angeles Times.

# Had Lost Its **Neutrality**

By Flora Lewis

W ASHINGTON — The their
W Reagan-Gorbachev summit
conference brought no major break
throughs beyond the treaty bandanmedium-range missiles. But seither
was there a breakdown as at Reagavik, and hopes have been raisething
more far-reaching accords near year
The Russians are in a hurry. Then The Russians are m a hurry. They say Mikhail Gorbachev must make some fundamental decisions in the near future, and they depend very much on what kind of relations has cow can expect with the United

States up to the end of the centure According to Valentin Falin, they want to launch a new cra with Roads. Reagan, partly because they realized they wait for another president could take three years or more to meet a point of decision, partly because "Mr. Gorbachev believes that if heres-make an agreement with this other conservative president it will prove that his policy is realistic."

Mr. Falin is an important man in Moscow, now the head of the Sofiet press agency Novosti. As such it is he job to tell the world what Moscow wants it to hear. He has some inside esting things to say when asked wing Mr. Gorbachev is in such a hungery Time is no longer neutral "Mr. Falin said in an interview. "If it isn't used now for developing a better di rection, if it is lost for positive goal; the possibility can be very negative? He listed several reasons the Soviet

leader feels the moment is fateful "> First, there are internal factors in need for calm on the international scene so the Russians can mobilize not only material but managerial resources for perestroika, their resources need for calm on the internation turing" program. "We need to see which branches of industry and atence we must develop, where to pur priorities among civilian, military, dual-purpose efforts. We have milimake overall investment decisions

"In our eyes it is very important to be more or less sure how far weight agree with the U.S. on further development of military technology," he added, "Science is on the brink of farreaching discoveries, in electronies, hiochemistry, physics, chemistry. These deep discoveries could be turned to military use" as previously happened with nuclear physics, "and if we start on that, the genie will be out of the bottle. It will be very hard to go back, so we must be clear on both sides where we will restrain our-

selves, what we can expect.
"The problem with your Strategic
Defense initiative is not the program. itself. It is how far you really mean to go with dangerous technological developments for war in space as well as on the Earth and at sea. Other nations will follow if you plunge ahead, and what they will do with it

neither you nor we can decide."

Mr. Falin pointed out that many military systems in both Soviet and years — suddenly are intolerable to the ruling elite. That change, say detentists, either is because of, or is the cause of, Mikhail Gorbachev. Mr. Reagan seems to think Mr. Gorbachev. Mr. Reagan seems to think Mr. Gorbachev. Seems to think Mr. Gorbachev. Mr. Reagan seems to the seems to think Mr. Gorbachev. Mr. Reagan seems to think Mr. G them and reduce the arsenals." He spoke of ecological danger and the short amount of time that may be left to protect the environment before the damage becomes irreversible. Neither you nor we have the resourcer to take the necessary measures how, we're putting them in military efforts."

It is clear that the Chernobyl actident had a deep impact on Mr. Gorbachev's thinking, forcing him not only to a new awareness of the danger of war but also of the uncertainties of the modern world. But Mr. Falin said the Soviet leader would "draw the consequences" if the United States refuses to join in long-term restraint.

There was a chilling threat in Mr.
Falin's words, usually avoided in Mr.

Gorbachev's public pronouncements but nonetheless implied. He said: We won't copy you anymore, making planes to catch up with your planes, missiles to catch up with your missiles. We'll take asymmetrical means with new scientific principles available to us. Genetic engineering could be a hypothetical example. Things can be done for which neither side could find

done for which neither side could find defenses or countermeasures, with very dangerous results.

"If you develop something in space, we could develop something in space, we could develop something in the space, we could develop something in space. I know what I'm saying.

Threath have always been part of the Soviet approach to bargaining, and Mr. Falin is a veteran of Soviet diplomacy. But what be and other high-level Russians, particularly Mikhail Gorbachev, are saying diplomacy. But what be and other high-level Russians, particularly Mikhail Gorbachev, are saying shows they are thinking years ahead. Asian governments and a professor of economics at the University of Malaya. He contributed this comment to the International Herald Tribune. The New York Times.

# Drunk on Détente, and Stuck With the Tab

W ASHINGTON — Mikhail Gorbachev had the sort of audiences one politician defined as ideal: intelligent, well-educated and slightly

drunk. Drunk, that is, on detente. This December is springtime for detente, the catalyst of which is arms control. Consider this paradox: If the Soviet Union has suddenly abandoned its aspiration for world hegemony — if the regime has discarded it make?" the skeptics ask.
In 1972 came the first SALT agreement, which set "limits" on strategic aspiration persists, the Soviets seek

> President Reagan says that al-though Soviet leaders have repeatedly seen "the future in a one-world communist state," Mikhail Gorbachev "has never made that claim, but is willing to say that he's prepared to live with other philosophies in other countries." "Prepared"? Of course he will live with pluralisms that are —

Stalin, Khrushchev and Brezhnev all espoused forms of "peaceful coexistence." It was a facet of building "socialism in one country"; it is a necessity for a nation condemned by because it had solemnly promised Bel-gium—on paper—that it would fight if anyone violated Belgian neutrality.

went to war in 1914, but the reason the never even thought of "imposing British gave at the time — the one communism throughout the world." One wonders, then, what Lenin was thinking when he wrote: "As long as capitalism and socialism exist, we cannot live in peace; in the end, one ation of the role played by interna- or the other will triumph — a funeral

By George F. Will

dirge will be sung over the Soviet republic or over world capitalism." Scholars have expressed in various ways the importance of Soviet ideology. Leonard Shapiro said Leninism was not a hlueprint but a compass. Alain Besançon says communism is not the instrument of the Soviet state; rather, the state is the instrument of communism. In Robert Conquest's formulation, the problem is not that Mr. Gorbachev reads Lenin nightly. The problem is that the Soviet elite are "men whose attachment to the Leninist attitudes is part of their whole personality rather than a mat-

ter of the 'opinions' they hold."
Detentists say that privation stagnation, tyranny and irrationality — afflictions of the Soviet masses for 70 Reagan seems to think Mr. Gorbachev is something that Marxists say is impossible — a man who wrenches history onto a new path.

But the Soviet regime is not the radical evil Mr. Reagan has said it is if it can be transformed by the coming to power of a particular individual. A defining trait of a totalitarian

regime is the ability continuously to replicate the ruling elite. It does so through a thorough socialization process that prevents anyone unreconciled to the regime's ethos from approaching the pinnacle of power. The pool of candidates from which the Polithuro rises is composed of character types shaped by the regime and suited to its continuation.

With American sweetness, Mr. Reagan says that Mr. Gorbachev 'sincerely believes" what be says about American "shortcomings" and would be mellowed if be could "see what there is to see in this country." See Gorbachev. See him see our supermarkets. See Spot run. But in Leninist categories, Ameri-

ca's "shortcoming" — what a word!
— is that it is doomed by inexorable laws of history to a losing conflict with socialism. Leninists do not "believe" this, they know it.

When talking about human rights, Mr. Reagan talks, as Americans are wont to do, like a schoolmarm. There is teaching to be done. He says "we've got to make them see" that the Helsin-ki undertakings should be fulfilled. And "maybe we could make them see" gious reasons would decrease "if they simply would repeal the restrictions" on religion. "Simply"? Mr. Gorbachev's warm reception

hy Americans was preceded by his NBC appearance, during which he spoke in the old clanging categories of Leninism about human rights, the Berlin Wall and Afghanistan. After that, Mr. Reagan said arms control would not be contingent on any improvement in Soviet behavior anywhere. So the lesson of this summit is that the Soviets can have detente whenever it suits them, cost-free, not even paying a rhetorical price.

Washington Post Writers Group.

to ASEAN is adrift, directionless.

recent months. Its lack of vision and the absence of a commitment to the

group will be viewed as another of its

# Time for ASEAN to Go Beyond Chilies and Snowplows

K UALA LUMPUR — There is a sense of poignancy in having the third summit meeting of the ASEAN countries in Manila. ASEAN is reshaping its future while the host nation is trying to find one. The sixmember group is seeking stronger regional bonds while the Philippines emains a house divided.

Poignant, hut also appropriate. The Philippines, confused and struggling, is a fitting backdrop for the Association of South East Asian Nations as it meets Monday and Tuesday to address geopolitical, economic and security concerns vastly different from when the organization was founded in 1967 with the signing of the Bangkok Declaration.

ASEAN was an expedient created to ease regional tension. But eight years later, when the United States left Victnam after the fall of Saigon, ASEAN suddenly felr exposed, and urgently required new initiatives.

In 1976 the first ASEAN summit meeting was convened, hastily, in Bali, The resulting document was meant to give credibility and content to the group. But the quickly assembled packages covering trade and industrialization projects have yet to make an impact on the ASEAN economies.

A trade liberalization package now

A trade liberalization package now covers 12,000 mostly inconsequential items, from chilies (which every member grows) to snowplows (for which no member has found a use). Trade be-tween the ASEAN countries — Bru-nei, Indonesia, Malaysia, the Philippines. Singapore and Thailand remains at less than 20 percent of the group's total, chiefly due to Singa-

pore's role as a free-trader. Similarly, the various industrial cooperation schemes have yet to produce much of anything except cynicism about the seriousness of the group. The lack of progress is stretching the parience of entrepreneurs seeking opportunities in the region. But why should this come as a

surprise? Economic nationalism.

thriving along with political chauvin-

move in new directions is urgent. Recent efforts for peace in Indochina, especially the talks early this month in France between Prince Sihanouk and Prime Minister Hun Sen of Cam-bodia, mean that ASEAN cannot maintain its focus on security issues. But if economic cooperation is to be the main thrust of attempts at

There is no dearth of suggestions for this. Proposals for regional eco-nomic collaboration range from simple bilateral projects to more inlines of the European Community.

will be discussed by the heads of state at the Manila summit meeting. But there are other issues that will haunt the ASEAN agenda - some of them not even on the agenda.

ism, has always been the dominant force in the region. ASEAN members are still in the throes of nanon-building; every one of them is struggling to on this. Indonesia and Malaysia say force in the region. ASEAN members are still in the throes of nanon-build-ing; every one of them is struggling to survive technological change, protec-tionism and competition from nations where wage levels are lower. Recent disruptions in global finan-cial markets add to the uncertainties.

The question is whether this will make ASEAN members more inward-looking than ever or, instead, more regionally minded.

Thus, after two decades of spasmodic development, the need to

Its various schemes for industrial cooperation have produced little but cynicism so far.

collaboration, the terms of such collaboration must be made clearer.

volved forms of integration along the Economics ministers have met and mapped out a simple and practical program for trade liberalization. This

One is the future of American bases in the Philippines. The tough

Amid great changes in the Pacific region, U.S. leadership has underperformed. Washington has lost much credibility in the region over its handling of global economic issues in no, while the Philippines, Singapore and the others favor leaving them in place. Throughout Southeast Asia, most people are convinced that Washington should not pull out — the region is ton rich economically, and too strategically vital.

But it would be impossible for ASEAN to help in the upkeep of these

bases, much as Manila would like it to. Individual members may chip in, but not the group collectively: That would in effect make ASEAN a military arrangement, which it has been at pains to avoid becoming.
The Cambodian conflict remains

unclear as an item on the ASEAN agenda. Indonesia has initiated "cocktail party" talks with Vietnam. But not all members, particularly Thailand, favor this approach.
The Cambodian situation is n politi-

cal stalemate, a national tragedy re-flecting a failure of resolve by the Western powers to defend what was a free nation. While ASEAN members have lobbied at the United Nations for a Cambodian settlement, any solution is likely to be worked out by an all-Indochinese cast. The Sihanouk-Hun Sen accord reached Dec. 4, though now under a cloud, could be a prelude. Another focus in Manila will be Japan Prime Minister Noboru Take-

shita has been invited to Tuesday's talks. That will make him the only leader of a non-ASEAN nation there. This foreshadows a wider role for Tokyo in the region: Japan has already conquered the group economi-cally: ASEAN has become trapped by its dependence on Japan as a market, a supplier of technology and a source of capital. These may be unpleasant statements. But with the bait of a \$2 hillion aid package. Tokyo will be able

polinical and foreign policy failures. This is a pity. To paraphrase Lee Kuan Yew, the prime minister of Singapore, the United States has yet to learn the wisdom of nurturing economic success in the broader context of war and peace. The writer is an adviser to several

#### 100, 75 AND 50 YEARS AGO

MOSCOW - The disaffection among the students at the University has spread to the Petrofsky Agricul-

1887: Unrest in Moscow

tural Academy. Both buildings are surrounded by troops. The people of Moscow are much concerned at the unfortunate state of affairs, and it is

the dealings. Until after the noon hour, the market was feverish, but generally higher. Then came a terrific selling movement in Unions. Various theories were afloat to explain the break, which occurred in the absolute absence of any bad news.

Infortunate state of affairs, and it is feared in some quarters that serious consequences may ensue. In consequence of the disturbances, the rector has caused official placards to be posted up announcing that the Umversity is closed until further notice.

1912: Million-Share Days

NEW YORK — This was the third million-share day. Such an outburst of activity usually marks the culmination of a movement, whether for a rise or for a fall. The transactions today [Dec. 11] in fact ran above 1,300,000 shares, and the market was peculiar, inasmuch as three issues — Steels, Unions and Readings — furnished much more than half of alt are of the Leacomponient nations in ake amends for the attacks amends for the attacks are angulation of Italy by sanction [after its 1935 invasion of Ethiopia]. The news was received with cheers by the throngs in the square, where thouse of militia, students and Faxist have been packed. by contrast, the U.S. commitment Steels, Unions and Readings — fur-sands of militia, students and Fascis associations have been packed...

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# By Flora Lenis Iora Levie

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# Id Lost Don't Be Fooled, He's One of the Nasties NTEW, YORK — It was there on the Sorvelet Dress room all By A.M. Rosenthal monopoly on political action broker What does it matter in Americans This: The new treaty may be fine, but of the Sorvelet Dress room all monopoly on political action broker What does it matter in Americans This: The new treaty may be fine, but of the sorvelet Dress room all monopoly on political action broker What does it matter in Americans This: The new treaty may be fine, but of the sorvelet Dress room all monopoly on political action broker This: The new treaty may be fine, but of the sorvelet Dress room all **OPINION**

of copies of a document prepared in Moscow for American journalists covering the great event. Nobody paid attention to it, what with all the important meetings and statements and interviews.

But its four pages smelled our clearly

But its four pages spelled out clearly, in advance, what Mikhail Gorbachev was to say on buman rights almost venomously later in the summit ses-

sion: Stay out of our business.

The official document on the press table said: "As for the so-called political prisoners, we have none. In the U.S.S.R., people are not tried for their convictions but only for concrete punishable acts."

That was not a fib or propaganda fuzziness. It was a lie. . There are about 500 Soviet political prisoners whose names are known in the

West. They are in jail or psychians torture "hospitals" for what they have said or written about political change, or for advocating religious freedom or slandering the government.

There may be four times that many whose names are not known, perhaps more. Even the document on the table said there were 23 prisoners convicted under Article 70 of the Criminal Code which permits Soviet citizens to be locked up virtually indefinitely, starved and kept in bitterly cold cells for "anti-Soviet agitation or propaganda." Of all

the others, those imprisoned for religious activity or "defaming" the sys-tem, there was not a word. .Catch-1984: We do not have political prisoners because if you say anything we do not like, you are breaking the law. So then you are just a convict, not a political prisoner.

Well, it is an old story about the Soviet Union. Why make a fuss about that at this time of treaty-signing and glass-clinking? Give it a rest.

No. This is exactly the time for clarity. Mikhail Gorbachev and the Politburo decided to permit state-controlled organs to criticize what the government wants criticized. The Soviet dictatorship knows that it is essential to have some controlled criticism if the country is to pull itself out of the mire of 70 years of economic failure.

Occasionally some Soviet citizens go beyond the purposefully vague per-mitted boundaries. Ironically, this gets a lot of applause for Mr. Gorbachev in the West. But wait: Soon after, there is a crackdown in Moscow, as there was in the past few days.

-! Not a book is published, not a movie made or a newspaper printed that

Letters intended for publication should be addressed "Letters to the Editor" and contain the writer's signature, name and full address. Letters should be brief and are subject to editing. We cannot be responsible for the return of unsolicited manuscripts.

the Soviet government does not think is in its best interests.

The political prisoners are uving, and fering reminders that the Soviet Union a record of sudden betrayar using to a police state. Even if they all were Hitler-Stalin pact of 1939.

Academics tell us that some members Academics tell us that some members The political prisoners are living, suf-KGB, exists and the laws remain that

#### ON MY MIND

permitted the police to lock up Soviet citizens for talking or writing.

But Moscow propagandists know the symbolic importance in the West of the

political prisoners, and from time to time send out word that the cells will soon be unlocked. They get credit for what they do not deliver. In October, for instance, I wrote hopefully about the Our complaint cannot be with him. word dropped by the Soviet Union that It is with those politicians, journalists there would be a big amnesty around the and academicians who exaggerate glastime of the Nov. 7 Bolshevik anniversance, are faint at his charm and ooze with ry. The political prisoners still wait.

Fundamental change cannot come about until the prisoners are released, the system of police terrorism dismantled, the right of criticism guaranteed, not licensed, and the Communist Party's

in lasting trust as long as it remains a one-party dictatorship, a system with a record of sudden betrayal dating to the

about him and we should rush in with economic and political aid in prevent the nasties from burting him.

But when it comes in the Communist dictatorship, Mr. Gorbachev—the witty, outgoing Mr. Gorbachev—happens in be one of the nasties himself. He has made that plain enough by his

repeated statements about strengthening Communist Party control of the Soviet system and, during the summit conference, by his contemptuous dismissal of U.S. inquiries about human rights.

anxiety over his future. Let Mr. Gorbachev take care of himself. The prisoners in his jails cannot. Only remembrance will kill the

lie that they do not exist. The New York Times



#### LETTERS TO THE EDITOR

#### Will the West Be Safer?

I heartily agree with Edward N. Luttwak's lucid analysis of the drift to denuclearization (Nov. 30 and Dec. 1). By scrapping intermediate nuclear forces and negotiating on further reduc-tions, both Mikhail Gorbachev and Ronald Reagan have shown their antipathy to the agonizing choice that they could face: either to resort to the use of nuclear weapons or surrender. Other alternatives are needed, and this is the great task of the post-nuclear era.

I share also the concern that the Soviets may be better prepared than the West to face the new era. Indeed, an official and ourspoken admission of the declining role of nuclear weapons came from the East as early as May 1984. The former Soviet chief of staff, Marshal Nikolai Ogarkov, in an interview in Red Star before his demotion, stated that "further nuclear buildup is becoming senseless."

PIETRO POZZI, Masnuy-St. Jean, Belgium.

I am more than a little bewildered about all the enthusiasm for the treaty on intermediate-range unclear forces. The surely a half dozen nuclear bombs West, and in particular the European dropped on the Soviet Union would defense forces and their strong U.S. com-ponent, are about to abandon a deterrent Europe as well, while destroying Eurothat for years has helped to discourage a pean agriculture for years. This might Soviet attack with conventional arms; take a few weeks, which is not quite Soviet attack with conventional arms; such an attack would rely on the Red Army's superiority of more than 2-to-1 in destruction to persuade anyone. main battle tanks, 3-to-1 in artillery and mortar, 5-to-1 in surface-to-sir missiles,

3-to-1 in military manpower and 9-to-1 in The Way to Break Barriers tactical nuclear missiles, with an overwhelming superiority in chemical arms.

To give as a raison d'être for the proposed treaty — still subject, thank God, to Senate ratification — that the Russians have agreed to give up four times as much as the West is ridiculous. No sensible person believes that NATO intends to attack the Soviet Union. All the West has ever sought to do is to have enough nuclear capacity to prevent a war from taking place. SIR FREDERIC BENNETT.

London.

Regarding "The INF Treaty Doesn't Make the World Much Safer" (Dec. 8). A more classic example of a writer long on geopolitics and short on sense would be hard to find, Jonathan Schell concludes that there is a point (in the reduction of nuclear stockpiles) at which societies might start to be safe

from immediate nuclear destruction. But if Chernobyl created extensive agricultural losses in Europe and strained the Soviet hospital system, "immediate," but it is close enough to RUTH ROMANOVSKY.

Chatillon-en-Michaille, France.

The fastest way (although it may take a generation to show results) to impart understanding and respect for different cultures, it seems to me, is to have young people from developed countries spend time in developing countries, learning about their people, language, culture, history and traditions.

Imagine the cultural barriers that would be broken if something like the U.S. Peace Corps, with a mandate to serve countries in Asia, Africa and Latin America, were put into operation jointly by OECD nations and the European ommunity, and if such a program had

a chance to work for a decade or so.

The effect would be everlasting, multiplied by the generations that followed, bringing in its wake international cooperation and understanding on a scale hitherto unseen. SAAD ASHRAF.

#### Nothing to Laugh About

Regarding "Are Japanese Comic Books a Sign of National Doom?" (Mean-while, Dec. 1) by Tamotsu Sengoku:

What Mr. Sengoku decries as the selfyouth is in many cases a last desperate affairs. Because of my interest in Angola, attempt by young people trapped in an and in Mr. Bridgland's book — I negotinereasingly conformat society to find ated the film rights for "Jonas Savimbi: A some small space in which they do not Key to Africa" — I have followed some have to fear the consequences of not of the reviews that have come out: wanting to be just like everyone else.

the attempts of the Japanese government in replace the democratically inspired courses in social studies introduced after the war with morals instruction designed to teach them the proper forms of thought and behavior." It is certainly no laughing matter. STEVEN PLATZER.

In explaining the popularity of comic books in Japan, and in contrasting the reading babits of Japanese and American high school students, Mr. Sengoku need not have reached so far for answers.

Tokyo.

A distinctive feature of Japanese comic books is that they are rife with extraordinarily graphic sexual depictions. Needless in say, if American comic books were so explicit, they would be far more popular among U.S. students. ROBERT B. HEINER.

Heidelberg, West Germany.

#### What Other Reviewers Said Regarding the review of Fred Bridg-land's "Jonas Savimbi: A Key to Africa"

(Oct. 13) by John Keegun: Mr. Keepan's chimsy attack on Fred

What Mr. Sengoku decries as the self-ish and irresponsible behavior of today's your newspaper's credibility in African David Birmingham of the University

Attitudes such as he expresses fuel of Kent, in a review for the Royal Institute of International Affairs, noted that Mr. Bridgland began his book with a quotation from George Orwell's "Homage to Catalonia." Mr. Birmingham says Orwell would have been proud of his disciple, and describes the book as a "meticulous documentation of events, and a richly illuminating personal portrayal."

Colin Legum wrote that Bridgland has performed a dauntingly difficult task with skill and honesty The Paris daily Le Monde recently

quoted Mr. Savimbi's accusation that France was treating Angola as nothing more than a giant oil field to be callously exploited. Mr. Bridgland's plea that ways must be found for a dialogue to take place between the Angola government and the UNTFA rebels, and for a cease-fire in allow talks on a government of reconciliation, deserves the respect that Mr. Keegan is obviously incapable of according. MARCEL PRUWER

#### Don't Knock the Nice

The quote attributed to President Reagan about his wife (American Topics, Dec. 7), that "knowing her and being married to her is kind of like coming into a warm, fire-lit room," makes me wonder all the more why your newspaper, its columnists and cartoonists continue to pour vitriol on him. Allergie to nice people? PHILIP E NEWMAN.

## Co-Existence Over the Grill

By Joe Murray

LUFKIN, Texas — I guess it's just as well Mikhail Gorbachev decided to go directly back in Moscow instead of sticking around to see more of America. He might have included Lufkin on his itinerary. Once he got here, there is a very real possibility he'd want to stay. Heaven knows, Lufkin doesn't need to be at the center of an international incident. But I'd like to think the leader of the East would feel at home in East Texas. For one thing we have our very own Moscow — Moscow, Texas, popu-

#### MEANWHILE

lation 170 - hardly a half-hour away on

the Houston highway. Nice town, nice folks. They have yet to intervene in Afghanistan. That other Moscow could take a lesson from them.

Something else occurred to me. You know how the Russians love parades with all their tanks and weapons on display. The traffic along Timberland Drive is a parade in itself. Every other vehicle is one of those two-story pickup trucks that makes a tank look like a kiddie car. As for firepower, check out those deer rifles hanging in the rear windows.

But the most fun of all would be

sitting around my Cousin Bubba's used car lot with Mr. Communism himself. The good of boys meet the Evil Empire - Reds, rednecks and longnecks (the bottles we like our beer in).

The bunch of us might even end up at my cabin on a little lake not too far from Lufkin, sitting in rocking chairs on the back porch while Bubba worked his magic at the charcoal grill.

Bubba has a special shrimp recipe fit for a king, or a Kremlin kingpin as the case may be. I would not go so far as to call it uruly revolutionary, but this dish is

definitely a party favorite. Melt a half pound (225 grams) of butter and add the juice of three lemons. Season with garlie or garlic powder, cayenne pepper, and herbs and spices to suit your taste. Let the shrimp marinate for an hour or

two on low heat. Stir occasionally. Then pop them onto a charcoal grill (hickory smoke preferred) for 15 minutes. Set aside ideologies and serve in the lemon-butter sauce. Figure about

one pound of shrimp per comrade. A nice change from borscht. That's Cousin Bubba's recipe for inter-national good will. I don't think the White House chef could have done better.

As for the treaty negotiations, this is not to suggest Bubba could have struck a better deal than Mr. Reagan. However, he might be interested in

putting in a bid on some of those missile launchers that are being retired. Equip them with oversized tires and a gun rack, and there could be a market for them along Timberland Drive. O Cox News Service.

#### GENERAL NEWS

# Pretoria Limits Opponent's Actions

By William Claiborne

Washington Post Service IOHANNESBURG - The South African government placed severe restrictions Friday on the movement and speech of the reecutly freed chairman of the African National Congress, Govan

"Mr. Mocki could not leave his hometown of Port Elizabeth, give interviews or write for publication.

The order dashed hopes of many anti-apartheid campaigners that Nelson Mandela and other black -pationalist prisoners would be released soon, paving the way for power-sharing negotiations. The government said that Mr. - Mbeki, 77, still was committed to

communism and the overthrow of white minority rule, and that the restrictions were necessary to pro-vent a "promotion of the revolutionary climate." Mr. Mbeki had insisted that his release Nov. 5 after serving 23 years of a life sentence for sabotage and treason was accompanied by prom-

ises that no conditions would be The freeing of longtime prison-ers such as Mr. Mandela and Walter Sisulu, both of whom were senter Sisulu, both of whom were ser-tenced with Mr. Mbeki in 1964, had been held out by black nation-alists as the only way moderate black leaders could participate in

power-sharing negotiations. Also Friday, the government said it would take action against the U.S. television network CBS for a documentary on apartheid that it said contained "blatant distortion, exaggeration of the negative as-pects of South Africa and mis-

representation of the facts." The minister of home affairs, Stoffel Botha, hinted broadly that CBS representatives would be expetied. The government said the documentary's principal narrator.
Walter Cronkite, taped some interviews in South Africa last year after having entered the country on a tourist visa and "misrepresented" a the purpose of his visit. pelled. The government said the

The documentary traced the effects of the South African system of racial separation on black and white children, focusing on a juxtaposition of views presented in interviews with Rozanne Botha, daughter of President Pieter W. Botha, and Zinzi Mandela, daughter of Mr. Mandela.

the restrictions on Mr. Mbeki were tions in May. the revolutionary climate and internecessary to "prevent promotion of



Govan Mbeki shortly after his release last month.

Liberal opposition leaders and anti-apartheid campaigners con-

demned the move, warning that it would lead to renewed violence. Archbishop Desmond M. Tutu said Mr. Mbeki's release had been the most hopeful sign yet that the situation in South Africa could be

resolved peacefully. The Anglican archbishop said that, by restricting Mr. Mbeki, Pretoria was, in effect, "choosing a path of violent confrontation."

Colin Eglin, leader of the opposicoun regin, leader of the opposi-tion Progressive Federal Party in Parliament, said the restrictions on Mr. Mbeki "will not only undo all the good that has been achieved by the government's decision to release him after 23 years in jail, but it will undoubtedly add to the tensions and frustrations in the wider South African community."

Mr. Mbeki's attorney, Priscilla Mr. Mbeki's attorney, Priscilla

Jana, said she was preparing an
appeal of the order. She said Mr.
Mbeki was "greatly disappointed
and distressed" because he had
been inid upon his release that his
movements would not be restricted. Mr. Mbeki could not be reached for comment.

Some activists said they thought the restrictions on Mr. Mbeki were the result of a backlash in the farright Conservative Party, which posed a major challenge to President Botha's National Party in the er; General Hennie de Witt, said whites-only parliamentary elec-

ference with prospects of ending the emergency situation." calculated Mr. Mbeki's stature as a black leader and had been "obviously emharrassed" that it could not continue to maintain that leaders of the African National Congress did not have popular support among blacks.

#### Black Police Mutiny

About 60 black policemen mutinied against their white com-mander Thursday and longht a gun battle with riot policemen who were called to put down the uprising, the Los Angeles Times reported from Johannesburg.

Seven constables from the Leoka municipal police force in Sebo-1 keng, about 35 miles (55 kilome-ters) south of Johannesburg, were wounded in the fighting and 19 were arrested on charges of mutiny and attempted murder, police officials in Pretoria said. The mutiny apparently stemmed

from long-standing grievances that the local policemen had about their commander and working condi-tions, but police spokesmen said in Pretoria that they were uncertain what led to the full-scale riot. The local commander had just ordered a vehicle inspection when the officers rebelled, got into their cars and trucks and tried to run

him down, a police statement said. When riot policemen arrived, the constables broke out of the local police compound, opening fire with pistols and shotguns, the statement said. The policemen fired back, using buckshot and tear-gas gro-Ms. Jana, however, said she nades, and eventually dispersed the

# Celebrating the Centennial in Asia

A Centennial Message from the International Herald Tribune ...

NOTES ON A CENTURY

By Richard Morgan

For the third time in 20 months - and for the seventh time in seven years the IHT has opened a new printing site. On Friday, Nov. 20, in the dosing weeks of its centennial year. the paper inaugurated its

The Japan point site is the third for the IHT in the Pacific area, following Hong Kong in 1980 and Singapore in 1982. For the seven Parisbased IHT executives who amended the official launch party at Tokyo's enormous Imperial Hotel, it was the culminating event not only of a busy two-week Asian tour but of an entire year of centennial activities.

The Asian centennial observances started 11 days before at the Singapore residence of U.S. Ambassador Darryl Amold, who hosted a dinner for IHT visious and local dignitaries as a prelude to the IHT's second centennial conference, which opened the next day at the city's modernistic new Raffles Center. As with the first centennial conference, which took place in Pans in April, the meeting focused on the future. Under the theme "Pacific 2000," some 40 speakers and seminar leaders from more than a dozen countries examined political and economic trends affecting the Pacific basin.

Nearly 300 delegates, mostly drawn from the 12 companies serving as IHT centennial sponsors, were created to three days of intensive and provocative discussion, from the sweeping opening overview of Singa-pore Prime Minister Lee Kuan Yew to the thoughtprovoking wrap-up analysis of former U.S. Ambassador



In keeping with a traditional Japanese ceremony, a keg of sake is broached to ensure good fortune for the IHT's new Tokyo edition. From left to right: Ken Ishii, president of Tribune Japan Mainichi, Inc., IHT publisher Lee Huebner and Noborn Watanabe, editor-in-chief of Mainichi Newspapers.

to the OECD Edward Streat tacular scene after dinner, tor. A lighter interlude was provided by New York Times and IHT columnist William Safire, the luncheon speaker on the conference's second day, who provided a sparkling analysis of the U.S. political scene. And to add a celebratory touch, the IHT gave a centennial cockrail party for delegates, speakers and Singapore friends, with special entertainment in the form of a traditional Chinese lion dance to the accompaniment of what was surely the loudest drum ensemble south of Kuala Lumpur.

From Singapore, the scene shifted to Hong Kong, home for the IHT's Asia office, headed by Malcolm Glenn U.S. Consul General Donald Anderson and his wife welcomed Herald Tribune visitors, together with local journalists and business leaders for dinner at their residence on The Peak, with a breathraking view of Hong

one of the visitors inquired of the famous Hong Kong en-orepreneur Sir Run Run Shaw, "... and what do you do, sir?", only to receive the expansive - and largely accurate - reply, "I run all this." (The response immediarchy qualified Sir Run Run for the IHT pun of the Cenrenary award)
The Trib's own centenni-

al reception was held on Nov. 17 ar the famed Hong Kong Club. Several hundred guests joined in a series of appropriate toasts, and an enormous birthday cake was again ceremoniously cur and expeditiously devoured.

The next morning, the IHT delegation flew to Tokyo and a busy schedule of launch-related meetings, interviews and social gatherings. Prime Minister Takeshira and Foreign Minister Uno each received the IHT's publisher, Lee Huebner, and executive editor, John Vino-

Mike Mansfield hosted a luncheon party at the historic embassy residence. And in Tokyo, as in Hong Kong, the local American Chamber of Commerce invited the Trib's publisher to address their members. The Tokyo edition of the

IHT is distributed through a

joint venture company involving the International Herald Tribune and Mainichi Newspapers, one of the great Japanese publishing groups (the Mainichi Shim-bun's circulation is 3.5 million). The IHT is transmitted to Tokyo by space satellite from Paris, at a speed of about three minutes per page. Page images are re-ceived in the early morning hours and printed about 8:00 A.M. Tokyo time at the wellequipped Seisan Keizai print-ing plant. The paper is dismbuted in central Tokyo before noon and in other areas during the afternoon hours. Previously the IHT Kong. Admiring this spec- cur. American Ambassador was flown in daily from

Hong Kong, arriving too late to permit distribution on the day of publication.

The very first copy of the new Japan edition was duly welcomed off the press on the morning of Nov. 20 with a toast in champagne labeled "Cuvee du Centenaire," a vincage prepared especially for the newspaper's year-long celebration. The traditional Japanese Daruma Doll was also present, and participants colored in one of its two blank eyes for good luck, looking forward to a return visit when the second eye can be drawn in, marking the achievement of the project's initial goals.

That evening, some 500 political and business leaders joined with other friends of the paper at a party which formally celebrated both the opening of the new site and the Trib's 100th anniversary. The traditional keg of sake was broached and a good deal of sushi, sashimi and tempura was consumed, as IHT personnel greeted old and new friends in this, the

paper's newest home city.
The Paris Herald's founder, James Gordon Bennett Jr., was a man passion-ately dedicated to progress who pioneered many of the technical innovations that made the modern newspaper possible. He would certainly be delighted to know that the tradition continues and that, one hundred years after its founding, his Paris newspaper is being read on the other side of the globe several hours before the day has even begun for its European

This is the 41st in a series of messages about the IHT which is appearing throughout the Centennial year.

# Reagan and Gorbachev Hail Their Achievement

By Steven V. Roberts New York Times Service

WASHINGTON - President Ronald Reagan says that his threeday summit meeting with Mikhail S. Gorbachev placed Soviet-American relations "on a far more candid and far more realistic footing."

In a broadcast address from the White House on Thursday, the president said the treaty banning intermediate-range nuclear forces was possibly the most important step since World War II to slow the

But he acknowledged questions of human rights and regional con-fliets "are still problems in our relations" and vowed to continue development and deployment of the Strategie Defense Initiative, his space-based missile defense sys-

"I made it clear that our SDI program will continue and that when we have a defense ready to deploy, we will do so," the presi-

Mr. Gorbachev, meanwhile, depicted the summit talks as precisely the kind of success he had promised his first visit to the United States would produce.

Calling the meeting "a major event in world politics," Mr. Gorbachev said at a one-bour, 50-minute news conference shortly before his departure that the three days of talks had advanced Soviet-American relations across a broad spec-

trum of issues. Almost three quarters of the news conference was given over to a statement extolling the talks.

When scores of reporters beld up their hands to ask questions as he pearance before reporters after the finished the statement, be joked, summit meeting in Iceland last to you?

At one point, he said be would citizens with knowledge of state secrets to emigrate. Many Jews and others seeking to leave the Soviet Union have been denied permission on the ground that they possess classified informatioo.

"No matter what you shout at us. we shall not let them go before their knowledge of these secrets has evaporated," be said.

He berated journalists for oot actively encouraging improved in more understanding between the ternational relations, using the president and myself." kind of language be usually employs in lecturing Soviet reporters. think we trust each other more."

I'm just trying to say that the media has to go in for some peres-troika, too," Mr. Gorbachev said, using the Russian word for restruc-

Looking out into the audience of reporters, he said, "Do you agree

After a momentary silent pause, he said, "Everything's clear?" "Then I envy you," he added.

Mr. Reagan used a map to emphasize that the Soviets will be required to eliminate more missiles under the INF treaty than the United States. The president also insisted that the verification procedures adopted by the treaty "are fix "nost" is often used for English somethiog new, with far-reac implications."

On-site inspections and shortnotice inspections will be permitted within the Soviet Union," Mr. Reagan said, "Again, this is a first-time event, a breakthrough."

#### Castro Backs Arms Treaty

HAVANA — President Fidel Castro of Cuba said the U.S.-Soviet treaty abolishing intermediaterange missiles was a small hut very

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"Indeed, this treaty — and all that we have achieved during this summit - signals a broader understanding between the United States and the Soviet Union," the presi-

Mr. Gorbachev seemed determined to present the result as nothing less than the inauguration of a new era in relacions.

After two previous meetings with Mr. Reagan that ended with little progress, putting Mr. Gorbachev on the defensive at home, he had pledged he would not attend any further summit meetings unless real advances could be achieved, particularly in arms control.

The news conference appeared to be the opening salvo in what promises to be a concerted effort by Mr. Gorbachev and the Kremlin to justify the outcome of his visit against that standard.

Although Mr. Gorbachev insisted that he had the full backing of the Soviet leadership for the agreements reached in Washington, he may need to shore up support for his willingness to accept a vague formulation limiting U.S. development of space-based weapons.

The two sides, in what seemed to be an intentionally ambiguous agreement, instructed negotiators in Geneva to set a period during which Moscow and Washington would agree oot to withdraw from the Anti-Ballistic Missile Treaty of 1972. The instructions do not spell out what kind of research and development would be permitted.

The tone and substance of the news conference were markedly different from Mr. Gorbachev's apsummit meeting in lceland last "You mean so much is not yet clear year. He used that press briefing to castigate Mr. Reagan for blocking major arms control agreements. He not give in to pressure to allow said then that be could oever accept any arms control deal that permitted the United States to develop

space-based weapons.

Mr. Gorbacbev left Washington with his political fate linked more closely with Mr. Reagan, a man who entered the White House as an implacable foe of the Soviet Union. Asked how their relationship

had changed this week, Mr. Gorbaebev said. "I think we oow have

# Europeans Sorting Out What It All Means

By Joseph Fitchett
International Herald Tribune
PARIS — The day after the Washington summit meeting world leaders extolled the superpowers' missile treaty and the prospect that the United States and the Soviet Union would take a more constructive, pragmatic approach to their relations.

But commentators seemed at a loss for words to characterize the larger sense of the event and its probable impact on East-West

Sounding slightly dazed by the speed of the changes in the superpowers' dealings with each other, officials and editorialists groped for a vivid term to sum up the outlook - less rosy than détente, one commentator said, but perhaps more exciting than "engagement," a word favored by some U.S. officials.

ain led the foreign praise, saying that "a new era" had opened and predicting that a treaty cutting intercontinental missiles will be reached next year. British, French and West German officials, speaking privately, said that both President Ronald Reagan and Mikhail S. Gorbachev,

the Soviet leader, appeared certain to benefit politically from the summit, with its aura of cautious, solid progress. Mr. Gorbachev, in most foreign eyes, had more international impact than Mr. Reagan.

Even Mrs. Thatcher, describing the Soviet leader, used such words as "tremendous" and called him a man of "vision" and of "courage and boldness.

But Mr. Reagan was credited by most commentators, including some in France, the only European country that has been lukewarm about the treaty, with demonstrating that he could do political business.

Underlying most reactions was relief that the summit was "businesslike" - in contrast the Reykjavik summit meeting last year when European nations were alarmed by the sense that Mr. Reagan and Mr. Gorbachev might improvise radical oew global security arrangements overnight.

Proposing a guideline for superpower rela-tions, George P. Shultz, the U.S. secretary of state, said that "it was essential that Washington and Moscow speak to each other with Prime Minister Margaret Thatcher of Britcandor and clarity, avoiding extremes of hostility or euphoria.

Welcoming this emphasis on diplomatie steadiness, European officials said they found it hard to reconcile with the record of both Mr. Reagan and Mr. Gorbachev for rapid policy reversals in their relations. Mr. Gorbachev changed his mind twice about going to the summit meeting, and Mr. Reagan has angered many of his conservative supporters by his new willingness to make agreements with the Soviet Union.

Even if the superpowers' oegotiating mo-mentum slows, however, the prospect of U.S. and Soviet military officers inspecting each others' previously secret bases struck most commentators as an image of the momentum in both superpowers for more openness.

World leaders, volubly praising the INF treaty, were partly motivated by a concern to see the treaty rapidly ratified.

This concern was directly voiced by Lord Carrington, the NATO secretary-general. He said that "certain prominent U.S. citizens" had misrepresented the views of European governments" as opposing the treaty.

Even in France, both President François

Mitterrand, a Socialist, and Prime Minister Jacques Chirac, a Gaullist, have praised the agreement as modest but important progress. In contrast, there was disappointment that the summit talks failed to produce "the glittering prize," as a commentator called it, of a trade-off between strategic defenses and strategic nuclear disarmament or, alternatively, a breakthrough on Soviet withdrawal from Afghanistan or a new start on trade relations.

Henry A. Kissinger said that he believed that, to avoid further antagonizing conserva-tive groups hostile to the INF treaty, the Reagan administration was concealing the extent of diplomatic movement on other is-

# **SUMMIT BRIEFS**

#### Gorbachev Asks Closer Economic Ties

WASHINGTON (WP) — Mikhail S. Gorbachev appealed Thursday to a group of top U.S. business leaders to help thaw economic relations between the two superpowers.

In a frank discussion with 70 business executives, including the heads of such major corporations as PepsiCo, American Telephone & graph Co. and Xerox Corp., the Soviet leader entreated the United State to drop trade restrictions and to grant the Soviet Union the same "me favored nation" status that other U.S. trading partners have, participa

In his news conference Thursday night, Mr. Gurbachev disclosed the the summit meeting's joint communique will include the need to rein American restrictions on U.S.-Soviet economic cooperation, most them ordered by Congress. "You can't conduct a political dialogs without strengthening economic ties," he asserted.

#### U.S.-Soviet Space Accord Is Signed

MOSCOW (UPI) - The United States and the Soviet Union signed an MOSCOW (UPI) — The United States and the Soviet Union signed a agreement on Friday for the exchange of scientific data obtained from unmanned missions to Mars and Venus in a move a NASA official described as "a good first step" toward better cooperation in space. The official, Samuel Keller, deputy associate administration of the National Aeronautics and Space Administration's Office of Space Science and Applications, said there now was "a strong possibility" that the Soviet Union would be permitted to set up scientific experiments on U.S.

spacecraft and vice-versa.

The agreement is a follow-up to the treaty signed by Secretary of So. George P. Shultz and the Soviet foreign minister, Ednard A. Shevan nadze, in Moscow in April that formally renewed Soviet-U.S. spi cooperation after a five-year break.

#### Navy's Trident-2 Is Tested in Florida

CAPÉ CANAVERAL, Florida (AP) - A Trident-2 intercontine missile, delayed a month by a dispute over the number of unamwarheads it would carry, roared off a land launching pad Friday.

It was the eighth straight successful test for the navy's newest, in

The launching was delayed in November when it was learned that Defense Department planned to test the missile with 12 dummy heads, two more than normal. Some in Congress objected, saying it won touch off a dispute on arms control negotiations with the Soviet Usion, had been rescheduled for Thursday but was again postponed so it won not occur during the Washingtoo summit meeting.

#### Magazine to Slow 'Doomsday Clock'

CHICAGO (AP) - The hands of the "doomsday clock," created science magazine to dramatize the threat of nuclear war, will be move back because of the U.S.-Soviet arms control treaty and "the get improvement in the Soviet-U.S. relationship overall," editors said.

The Chicago-based Bulletin of the Atomic Scientists last adjusted a symbolic clock in December 1983, moving the minute hand to 11:57, minute closer to the midnight of ouclear destruction.

The 1983 adjustment was prompted by a breakdown in U.S.-Sovet relations and the failure of arms control efforts. How much the closes hands are to be moved this time will be announced later, Len Ackand, editor of the bulletin said Theorem. editor of the bulletin, said Thursday.

#### U.S.-Soviet War of Words May End WASHINGTON (Reuters) - A truce in the long and bitter war of

words between the United States and the Soviet Union may emerge from the summit talks, the director of the U.S. Information Agency said. The agency director, Charles Z. Wick, said Thursday that he had reached agreement with the heads of three Soviet information organization tions that allegations by one nation against the other would be submitted to a U.S.-Soviet committee, where the country making the allegation would be required to furnish proof.

Mr. Wick said Mikhail S. Gorbachev had assured him that be was full behind the plan. "We think it is extremely promising." Mr. Wick said after his meetings with the Novosti press agency chairman, Valentia M. Falin: the Tass director-general, Sergei A. Losey, and the head of Soviet television, Alexander N. Aksenov.

#### For the Record

President Ronald Reagan has proclaimed Tuesday as Human Rights Day and the start of Human Rights Week. Shortly after the end of the summit meeting, he said Thursday that "tragically, governments in many lands" deny that the rights of the individual are "God-given." (IIII)

Bill Nelson, chairman of the House Subcommittee on Space Science

and Applications, said he was surprised President Ronald Reagan did not mention space Thursday in his post-summit address. Mr. Nelson Florida Democrat, had predicted a Joint space initiative.

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## Soviet Marshal Agrees to Consider Military Contacts With the Pentagon stopped short of suggesting joint Colonel General Nikolai Chervov, military operations or major exhave played in Moscow's negotia-

By Gary Lee and Molly Moore

Washington Post Service WASHINGTON — Marshai Sergei F. Akhromeyev, a Soviet negotiator credited with breaking deadlocks at the Geneva oucleararms talks, has agreed to consider

U.S.-Soviet military exchanges. relations between U.S. and Soviet military services, came during a meeting Thursday of Marshal Akhromeyev, the Soviet first deputy minister of defense, and the Joint Chiefs of Staff at the Pentagon.

The superpowers have no established military-to-military contacts, such as official visits or educadonal meetings, although both countries' forces participate with other armed forces.

The military leaders agreed they

change programs, Pentagon officials said The officials said military lead-

ers on both sides at the meeting seemed to think it was a good Admiral William J. Crowe Jr.,

The decision, which could ease chairman of the Joint Chiefs of Staff, was host to Marshal Akhromeyev at breakfast, and the marshal then visited with the full Joint Chiefs of Staff for about 25 minutes in "the tank," their conference

Marshal Akhromeyev, 64, described by Admiral Crowe as "very much a soldier's soldier and very forthright," is the highest-ranking Soviet official ever to visit the Pen-

Marshal Akhromeyev's unusual visit underlines the pivotal role be

have played in Moscow's negotiaoons with the United States. According to Maynard W. Ght-

man, the U.S. negooator, a sugges-tion by General Chervov last June cleared the way to the agreement eliminating all U.S. and Soviet shorter- and medium-range missiles that President Ronald Reagan and the Soviet leader, Mikhail S. Gorbachev, signed Tuesday.

At the talks, General Chervov dropped Soviet insistence on retaining 100 intermediate-range warheads, which helped overcome U.S. negotiators' fears that a partial elimination would be impossihle to verify, Mr. Glitman said. Marshal Akhromeyev belped the

two sides overcome final differences last month over verification nf the accord, Mr. Glitman said. The Soviet military was some-

times "very imaginative and useful" during the INF talks, said Mr. Glitman, who headed the U.S. del-Marshal Akhromeyev's trip to a building full of officers who spend

to counter his government's military power caused consternation, enthusiasm and outright awe. "You can't trust the Russians as

one longtime Pentagon employee.

But one young military officer countered, "Anything that would bring the two countries closer to-To the more adveoturesome gether and further away from any that would be great."



#### INF Offspring: Ronald, Mikhail United Press International

MOSCOW - A Moscow woman who gave birth to twins as Ronald Reagan and Mikhail S. Gorbachev signed their arms reduction treaty on Tuesday decided to name her boys Mikhail and Ronald, according to the youth daily Komsomolskaya

The oewspaper published a photograph of Galina Sakharov at Maternity Clinic No. 5 in Moscow holding ber two boys.

"When the leaders of the two great powers were signing the INF treaty," the paper said Thursday, they could not have had any idea that they had just twins are real strapping. Both the boys and their mother are feeling well."

#### "I'll even venture to say that I should discuss better communication between the armed forces but and another senior Soviet officer, The Definition of Glasnost: It Depends

New York Times Service

MOSCOW - "Glasnost" has entered the international vocabulary as a catchword for a general liberalization of Soviet society. But in the Soviet Union itself, glasnost is a term whose meaning and practice practice, the official view of what term whose meaning and practice are matters of intense debate.

The root of the word comes from an archaic or poetic form of the ooun golos, meaning voice; the suftranslate glasnost as publicity, but

that only partly reflects the breadth of the word. The French call it transparence. or transparency. Io English, it is

usually rendered as openness. Russian figures as disparate as Lenin and Andrei D. Sakharov, the physicist and human rights campaigner, called for glasnost long before Mikhail S. Gorbachev made it a central slogan of his domestic

Mr. Gorbachev himself used the important step toward wider nucleword at least as far back as 1974. freedom of the press or freedom of ar arms control, Prensa Latina Article 9 of the 1977 Soviet Con-

Brezhnev, said "greater glasnost" was part of "the basic direction of the development of the political system of Soviet society." As used by Mr. Gorbachev, glas-

the people oeed to know has gradually expanded over the last two At first it was a criticism of the ations of the secret police. social and economic stagnation

that Mr. Gorbachev inherited. Russian dictionaries usually a weapon for journalists to fight be pushed and expanded, and they you can do that without giving anslate glasnost as publicity, but resistance to Mr. Gorbachev's propartly reflects the hreadth gram. It grew to encompass a fuller calls for "more light" and "no or the blueprints to the Pentagon, accounting of censored periods in hlank pages."
history and of suppressed works of

literature. Recently, it has begun to em-hrace a genuine debate of ideas, at least until the party has declared a firm policy.

The constant throughout this evolution has been that the government ultimately decides what the people oeed to know.

Glasnost is not Western-style

grudgingly tolerated several unofficial publications, their publishers most of their time figuring out ways have been denied legal access to printing presses and paper and often have been harassed.

fn the official press, certain areas remain partly or entirely off-limits, far as you can throw them," said including the legitimacy of the single-party system, decisions made "I think they're very deceitful." by the current rulers. Soviet military or foreign policy, and the oper-

journalists, glasnost is a concept to kind of armed conflict is good. If

Others, including officials who have found themselves hounded by a more rambunctious press, believe practitioners of glasnost should be more tightly harnessed to the cause of Communism and should be governed by respect for authority. They were encouraged last July when Yegor K. Ligachev, the chief party ideologist, called for "coo-

structive glasnost." Mr. Gorbaebev bas left the

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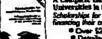
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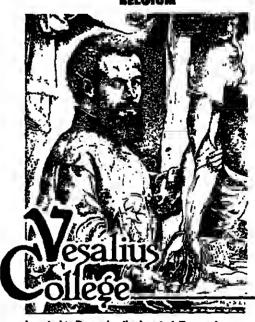
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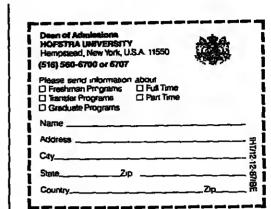
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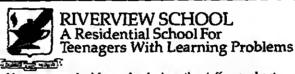
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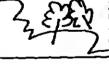
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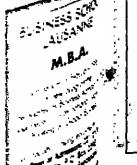
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#### ARTS/LEISURE

# Surprisingly Strong Antiquities Sale

lion francs (about \$8.8 million),

#### SOUREN MELIKIAN

leaving a mere 1 percent unsold, would be remarkable under any circumstances. This is the highest total ever achieved in any sale of objets d'art from the Ancient World. Given the fact that many of the great objects of what was once a fantastic collection had long been sold, leaving very few masterpieces in reasonably good condition, this makes it far more surprising. That it should happen now, when signs of weakness in the market are becoming apparent is stunning and says a lot about the attraction of our society to famous names. As dealers from around the world streamed into the hall, the

malaise was almost palpable. The first 15 minutes were deadly. Simon de Pury, Sotheby's director for Europe, was conducting the sale. His manner, elegant but restrained, added one more touch to the funereal atmosphere. A Maori greenstone club, hardly characteristic of the collection, opened the proceedings at 8,650 francs. A Bur-mese gold bowl set with rubies and ascribed to the 18th or 19th century was equally out of place. It left dealers unmoved as it soared to 77,700 francs, seven times the high estimate — they simply thought that the catalogue had got it wrong. The dealers were beginning to

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MONTE CARLO — The auction of antiquities from the its high estimate at 57,720 francs, collection of the Countesse Martine but a string of low prices followed. de Béhague organized by Sotheby's Two gold earrings of the second on Dec. 5 at the Sporting d'Hiver is and first centuries B.C. respectively one of the most extraordinary hap-were bought at a bargain price, penings on the art market in the 6,660 francs, by Jerome Eisenberg of New York and Beverly Hills. The sale, which realized 49.7 mil- California. Another even better bargain went to the Mansur Gallery of London: a pair of Parthian earrings and four other single earrings, all from Iran, for 8,880 francs, 50 percent below the low

> Then, as a mounted intaglio of the second century came up, the room thawed. The ring nearly tripled the high estimate at 33,300 francs. By the time the last of the ancient jewels was selling, the room had worked itself up into a state of frenzy. The minute gold pendant in the form of a lion head of the fifth or fourth century B.C. was worn by the Comtesse de Béhague when she was portrayed in 1899. The portrait was cleverly used by Sotheby's as a frontispiece to the catalogue. Bidders ran the lion head up to 266,400 francs, exactly four times the high

gold cloisonné brooch in the form of a stylized eagle, typical of Ger-manic art. It is part of a group of objects whose history is shrouded in mystery. They surfaced on the Italian art market in the late 19th century and, over the years, found their way into the British Museum, the Metropolitan Museum, the Germanisches Nationalmuseum in Nuremberg, the Musco e Pinacotecca in San Marino and the Béhague collection. In scholarly literature, the group is referred to as the 'Domagnano Treasure" on a

somewhat flimsy basis. Between the two world wars, a German scholar going through the collections of the San Marino museum caught sight of a label dated 3.3.1920 on a gold mount in fifthmatched a piece in the British Mu-seum, which dauntlessly called it a manic art in the Dark Ages. Indeed ewel from "the Ceseua Treasure," after a place near Ravenna to the which Italian dealers had attributed such pieces. The San Marino label said that the mount had been und Avaren "Germans, Hunn, and found in Domagnano in October 1893," obviously on the basis of ingly points out in its four-page to be trade sources, equally unventiable.

Out went "the Cesena Treasure" tion have asked Sotheby's to men-tion.



Head of an Egyptian ivory figure, 1567 B.C.



Ostrogothic gold and gar-net brooch, fifth century.

and in came "the Domagnano Treasure" of Ostrogothic jewelry. Whatever the truth may be con-cerning the treasure, the Comtesse it now serves as a banner to the Avars) and, as Sotheby's tantaliztion in this catalogue that they would very much like, if it were at all possible, to include the Behasue that the Domagnano Treasure

One hopes their wish shall be granted, if only to show how much better preserved the Nuremberg piece is. The gold wire on the Behanets were set back where they beabout the condition. An of which makes the price, 14.3 million francs, absolutely mind-boggling. It was originally hoped that the brooch might realize as much as 7 million francs.

This made a gilt bronze open-work brooch of the sixth century look like a giveaway at 55,550 francs. For some reason the poly-lobed roundel with four stylized animal heads separated by the arms of a cross, which ranks among the great masterpieces of Merovingian art, elicited only a very moderate response. But there were very few such cases. The next great piece of barbaric jewelry, a Gothic gold buckle said to have been found in Hungary, went up to 466,200 francs, substantially more than the high estimate. As ranties of slightly larger size

and earlier times came up, prices climbed a few notches higher. A rock crystal "votive jar" with a long cunciform inscription dedicating it to the god Amurru in favor of the king of Larsa, Rim-Sin, who ruled around 1823-1763 B.C., more than peared in the market and only one other, unpublished, is believed to be preserved at the Oriental Institute of the University of Chicago. de Behague hrooch is beyond Immediately afterward, a small tighter. doubt one of a pair, of which the wory mude figure of an Egyptian brooch in the Germanisches National museum is the matching again surprised the attendance by piece. The Nuremberg object has more than quadrupling its high es-been reproduced ad nauseam in al-timate at 3,108,000 francs. It is only 10.5 centimeters high (41/4 inches) missing one leg and the foot on the other, but is perhaps the most beautiful of all surviving Egyptian ivories. As the hammer went down a member of the French national museums agency rose to say that the agency was exercising its right to buy it at the highest bid, known

in French as the droit de préemp

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One huge price after another was paid for the Egyptian pieces that followed. Excitement rose to such a eagle brooch in this exhibition, so pitch that at one point I saw Robin Symes and his partner Christo Micould be shown together for the chaclides bidding against each other, presumably in an attempt at pushing others out of the bidding. Eventually Symes got the object, an Egyptian wood figure of a woman in the nude. That cost him gue-Sotheby's piece shows nasty 3,996,000 francs, 250 percent over signs of distortion. Not all the garpared with the Greek bronze figure long nor are they all ancient—
Sothehy's considers 10 of these to
be "modern" and is quite candid
about the condition. All of which
having one of the most beautiful
faces in early classical art, it is also one of the great riddles of Greek art history for its inscription in capi tals engraved on the back. Soth-eby's thought it might go as high as 1,332,000 francs. It ended up at

> A collective hysteria seemed to have seized the room, affecting the outcome of almost every piece that afternoon — even a fragment from an Attic vessel with painted figures done around 470 B.C., which went up to 288,600 francs, more than five times the high estimate.

8,325,000 francs, the highest price ever paid for a bronze from the

Ancient World, no matter what

The eestatic smile on the face of Felicity Nicholson, director of Sotheby's Antiquities department in London, said volumes about the apprehensions that she and her colleagues had experienced.

The sale of medieval objects from the Behague collection in the evening session followed a very different pattern, many prices being quadrupled its high estimate at as low as the low estimate, and 999,000 francs. None has ever apsome lower still. The excitement of the afternoon, admirably exploited by Pury, had blown over. It was



which money is getting perceptibly Egyptian wood figure of a young woman circa 1350 B.C. from Kom Medinet Ghurab (left); Greek bronze figure of Apollo, from Lousoi, fifth century B.C.

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# SAUDI ARABI

# SHAPING UP FOR THE FUTURE

# The Economy: A Year of Careful Planning Pays Off

HIE Saudi government is due to announce its 1988 budger within the next few days. The new financial year starts on December 23.

The rumors in Jeddah and Riyadh are that the budget will not be much different from last year's surprisingly high figure of \$45 billion. That should not be so remarkable. Despite the kingdom's righter economic circum-stances, with talk of "increased efficiency," "rationalization of manpower" and "cuts in unnecessary expenditure" making regular appearances in the local press, 1987 has

been a far easier year financially for the Saudis than 1986. That is because the price of oil has remained stable ar \$18 a barrel (which means that Saudi gets \$17.52 a barrel), compared to the wild fluctuations of 1986 when at one point it reached a low of \$8. Stability of prices, and with it revenue, is crucial to Saudi planning. Despite a healthy growth of petrochemical sales, oil revenue will continue to account for the largest single input to the budget for some time to come, probably around the 35 percent mark

That oil prices have remained stable is largely due to Saudi Arabia's own effort. Although the Organization of Petroleum Exporting Countries (OPEC) agreed last Deceraber to force the price back up to the \$18 benchmark and set a production limit of 15.8 million barrels a day, it soon became clear that certain members were not abiding by the rules. There was discounting and overproduction. It was thanks mainly to Saudi Arabia slashing production during the spring from its quota of 4.133 million barrels a day to around 3 million barrels that the glut was cut and the price stabilized.

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Other Fueds

But although stability in revenue is the government's key objective, the fact remains that the Saudi economy is still highly susceptible to the vagaries of the international market. It is not just because of the importance of oil exports; foreign investments, the linkage of the rival to the dollar and the country's continued massive reliance on foreign imports have placed Saudi Arabia in an unenviable position economically.

The continued rise in the yen and the Deutsche mark (the currencies of two of the kingdom's main sources of imports), the slide in the dollar - and with it not just the pegged rival but also, more important, the value of a barrel of oil - and the recent stock market crash ought to have done little for the Saudi government's sense of economic

#### **Investment Revenue**

Equally, investment revenue is no less crucial to budgetary planning than oil revenue. Last year it accounted for 18 percent of budget revenue. It is still too early to say how much Saudi investment income will be affected by the stock market crash. But like everyone else, the Saudis cannot expect to be immune.

Yet ask a Saudi how the economy is doing and he will invariably answer. "Not bad" or (in this case with justification) "It's a lor better than last year." The view that the recession has bottomed our and that things are getting better is one that is widely held. Partly it is due to the flow of statistics backing up what is fairly evident to everyone in the kingdom, notably that the living standards of the average Saudi, of which there are now 12 million, is getting better all the time. According to the latest government

survey published just 10 weeks ago, Saudi living standards are now on a par with those of developed countries.

Nonetheless, the degree of equanimity with which most Saudis seem to regard the stock market crash and the decline of the dollar/riyal/barrel of oil understandably puzzles most observers.

The situation ought to be worrisome. That it is not is due to deft economic footwork together with a dose of lateral thinking. In the view of some Saudi economists, a drop in the value of the riyal, though admittedly causing a rise in the import cost, is no bad thing; it should make Saudi petrochemical exports cheaper, particularly in Europe, and act as a stimulus to Saudi industry as well as provide an effective and protective barrier for existing Saudi products such as cement, which local producers claim is been adversely affected by dumping by Japanese and Spanish producers.

New Trading Partners
In fact, there has not been all that much of a problem on imports either. The Szudi response to the movements in currency values has been to switch trading partners. It is not the Saudis who are suffering so much as the Japanese and the West Germans, whose sales to the kingdom have taken a tumble. After the United States, which has long been the number one exporter to Saudi Arabia, Japan used to be second, followed by West Germany. By the end of last year the West Germans had been overtaken by the British, who are experiencing something of a relative boom in the Saudi market.

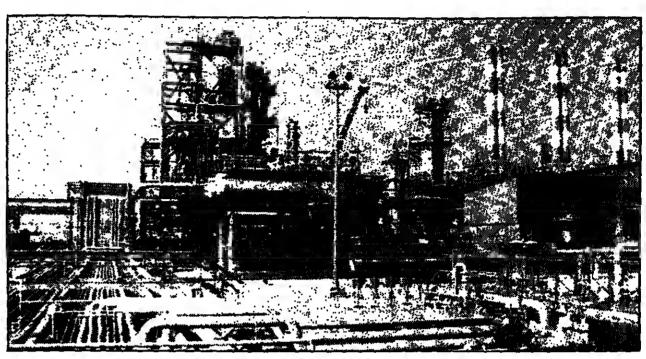
Last year Britain was the only major industrial exporting nation to register a major increased presence in the Saudi market. While everyone else's sales dropped an average 25 percent (the Japanese went down 50 percent), British imports to the kingdom registered a 20 percent rise. Nor has it shown any signs of slowing up. The British balance of trade surplus with Saudi, the largest of any country with the kingdom, continues to grow. At the end of September, it was already almost \$500 million higher than the 1986 total of \$1.6 billion.

The Briosh are now breathing heavily down the Japan-ese's necks; when this year's trade figures come out, there is every possibility that the British will have even edged them aside. The deals continue to flow in. On November 20, British Telecom won a \$42 million contract to install a new telex nerwork for the kingdom. Two or three years ago, that sort of contract would have been expected to go to the West Germans of the Japanese. On the other hand, Japan is not a total loser. Sales may have gone down but so too has the cost of buying Saudi oil, of which Japan is the

largest customer, taking almost 25 percent.

The reason for the high level of British sales is twofold. First, Britain does not suffer from the unfortunate effects of a strong currency. Secondly, there is the Tornado fighter plane deal, estimated at anything from \$7.5 billion upwards. Much of the 1986 and 1987 growth in British sales to Saudi Arabia related to the deal. Britain's Department of Trade reckons that, without that deal, exports to the kingdom would be about 2 percent down. Compared to Japan (50 percent down on share), West Germany (25 percent down) or even the United States (23 percent down), England does not have too much to worry about.

As far as U.S. exports to the kingdom are concerned, the



Petrokemya's new butene-1 plant began operations this fall in Al-Jubail.

joint slide in the dollar and rival ought to act as a stimulus. However, given the righter economic climate, the Saudis are in no mood to start splashing out buying American just because everyone's marketplace has become much more expensive. The parallel drop in real terms in the value of a barrel of oil, and therefore in Saudi Arabia's purchasing capacity, will certainly ensure that the Saudis continue to be ultracautious when it comes to spending.

No Cuts in Development Program

Nonetheless, King Fahd and his government have made it clear that there will be no cutting in Saudi Arabia's development program, particularly its industrial program. Given that determination, especially in the area of hightech industries, U.S. groups such as the aviation equipment team that visited Saudi Arabia in November can expect to get a good hearing. In the meantime, however, eyes are still firmly fixed on the two offset deals, with Boeing and with the U.K. government, and what benefits they will bring.

The idea was an ingenious means of persuading successful bidders on major government contracts to reinvest a portion of the value of the deal back in joint ventures in Saudi Arabia, with Saudi investors putting up an equivalent amount. The figure set in both the Peace Shield airborne warning system awarded to a Boeing-led consortium and the Tomado contract deal was 35 percent of the technical content. The result is that some \$2.4 billion is due to be invested in new ventures within the King

It is a mammoth sum. Unfortunately though, progress toward implementation has been at a mammoth's pace at least in the case of the Boeing offset projects. Almost four years after the awarding of the original contract there is still no sign of an offset venture (11 were originally carmarked) in action. That is not necessarily Boeing's fault: setting up high-tech industries in a country still in the early stages of development is no easy task and neither they nor the Saudis want to make expensive mistakes.

And to be fair, it is quite probable that one, if not two, of the proposed offset ventures will get the final go-ahead within the next few weeks, those being the \$53 million Accessories & Components Company and the \$230 million Advanced Electronics Center. Both will be based at Riyadh's King Khaled International Airport,

The Briosh may not be all that far behind in making an

announcement of their own. They have learned from Boeing's problems. Moreover, unlike Boeing, they are not restricted to high-tech ventures. The sole criterion is whether the venture chosen benefits Saudi Arabia; so it could be to do with training, technology transfer, expansion of an existing project or even an agricultural project. To make it even easier, investment can be retrospective; it is quite possible, for example, that British Telecom's telex contract could be drawn into the project. However, the most immediate priority as far as the Saudi government is concerned is the price of oil.

Toward Stabilizing the Oil Quota

The government is walking a tightrope on the oil issue, trying to balance price stability with volume stability. It would like both. However, it started dropping loud hints long before the annual OPEC conference that it was not prepared to carry on paying to keep the market stable on its own any more. There was considerable concern in Riyadh that, having forced order back into the market this spring by cutting its own production by over a quarter, some OPEC members continued discounting and overproducing, thereby enabling buyers to replenish stocks and so regain the advantage. The conclusion was that they should not again allow production to drop to keep demand strong as happened in spring. Stability of quota would henceforth be the objective.

As to whether the price of a barrel of oil should remain quoted in dollars, or as some in OPEC suggested more than once, be quoted in a basket of currencies, there is a mixed attitude in Saudi Arabia. Certainly it would be in Saudi Arabia's interest to move away from a dollar pricing. As a rule of thumb, it is estimated that for every percentage point the dollar folls, Saudi oil revenue drops half a percencage point. But the problem with a mixed basker of currencies is that it would be extremely complicated.

There are others in OPEC who suggest a much more logical, and potentially lucrative, quotation - in yen. However, it is doubtful whether it could be made to work, even though in Saudia Arabia's case, much of the oil goes to Japan. For the rest of the world, it would mean increasing prices, which some producer would be bound to discount. The consequence would probably be a price war. — Michael Dalmoak



## Adapting to Economic Change

University of Petroleum and

ries have been linked with

Petromin took up the

challenge of the paradox

whereby Saudi Arabia at

one time had to import re-

fined products even though

it was the world's largest

of refineries to supply gaso-

line, asphalt, kerosene, and

other refined products and

has often established part-

Petromin built a series

exporter of crude oil.

Minerals in Dharham.

DETROMIN, the General Organization for Petroleum and Minerals, may change when Saudi Arabia's oil industry is reorganized, but the company will still be recognizable.

Industry sources say that Petromin and the Arabian American Oil Company (ARAMCO) will still retain their general toles even after a reorganization is completed. At present, Petromin is generally charged with domestic refining and sales, plus state-to-state liquefied petroleum gas (LPG) and crude sales. Aramco has handled production and other sales.

Petromin's wide range of activities reflects its history of introducing industrialization and technological advance. The kingdom's first industry to use associared natural gas as feedstock was at first part of Petromin. This was the Saudi Arabian Fertilizer Company (SAFCO), which produces urea fertilizer and melamine plastic. It has since been transferred to the Saudi Basic Industries Corp. (SABIC).

#### **Importing Refined Products**

Other than SAFCO, and the more recent gold and orher mineral extraction projects, Petromin's activi-

to achieve its goals. Its two export refineries were built as joint ventures. Shell and Petromin built the Jubail export refinery. Mobil and Petromin built a joint venture refinery in Yanbu.

A third export refinery, being built as a joint venrure with Petrola, of Greece, is being erected in Rabigh. In addition to the export refineries, Petromin operates domestic refineries in Yanbu, Jeddah, and Riyadh. Aramco operares a refinery at Ras Tanura.

In 1986, Perromin reported that the domestic Jeddah Oil Refinery produced 31,941,608 barrels, a drop of 5.9 percent from 33,931,608 bbls, in 1985. The refinery capacity is 96,000 barrels per day (bpd).

The 160,000-bpd Petromin Refinery in Riyadh produced 40,550,501 barrels a year, a 2.3 percent drop from the previous year.

Rivadh refinery produced 1,453,348 barrels a year of liquid petroleum gas, 4,308,571 barrels of regular gasoline and 9,566,975 barrels of premium gasoline. Aviation fuel production was 3,978,166, diesel production was 16,216,474 barrels, while asphalt production was 5.026.967 barrels.

The 170,000-bpd Petromin Yanbu Domestic Refinery, the newest Petromin domestic refinery, produced 63.863.803 barrels.

#### Joint Ventures

Petromin's 50-50 joint venture Shell refinery in Jubail began production in

The 250,000-bpd Petromin-Mobil 50-50 joint venture refinery in Yanbu produced 72,349,494 barrels in 1986, up from 64,920,000 barrels in 1985.

Petromin also expects irs 325,000 Petrola-Petromin refinery in Rabigh to be online in 1988, and has sought a foreign partner in the lubricants business. Mobil, of the United States, joined Petromin in building and operating Luberef I, which has a capacity of 1.6 million barrels a year. Its owner is Petromin Lubricating Oil Refining Co., a 70/30 joint

This follows Petromin's practice of establishing separate divisions to handle new businesses.

Luberef I has proven immensely successful. It has actually exported lubricants abroad, and produces base oils used by the Kingdom's blending plants to produce finished lubricants.

Addirional base oil plants were planned to produce greater amounts of lubricating base oils for ex-

ports, but declining oil prices and budgetary considerations forced modifications of these plans. Petromin planned to build a 1.75 million barrels a year joint venture plant with Ashland Oil in Yanbu, and a mammoth 4.2 million barrels a year plant with Caltex in

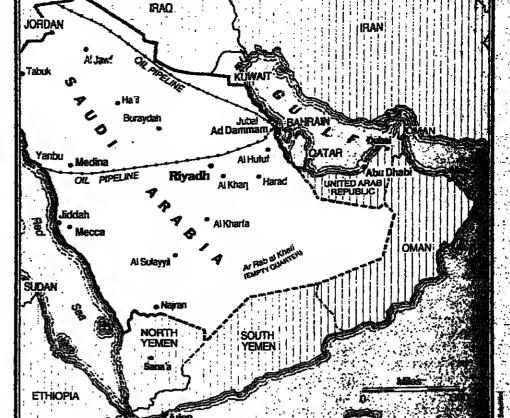
Jubail. With the passage of ome, Ashland dropped our of the Yanbu plant, and Petromin turned to its old partner, Mobil, to build Luberef II. The wildly optimistic Jubail Caltex-Petromin project was dropped in favor of a base oil unit that would be added to the Petromin-Shell export refinerv in Jubzil. This refinery would have a capacity of up to 1.5 million barrels a year.

#### Luberef II

The long-delayed Luberef II lubricant refinery appears to be coming back to life, say Saudi oil and banking sources.

The refinery, originally approved in March 1985, is designed to produce 1.5 million barrels a year of lubricating base stock Within months of awarding contracts, the fall in oil prices led Petromin to delay the project.

Luberef supplies both Petromin and privately held blending plants in the kingdom. Two large blending plants are operated by Petrolube, a 71/29 joint



ADVERTISING SECTION

venture between Petromin and Mobil. These plants produce Mobil and Petromin-branch lubricants as well as other brands. Shell now produces finished lubricants from two privately owned Saudi-Shell joint

venture blending plants. In addition, Petromin has built a wbolly owned blending and grease-production plant in Jubail, called the Al-Jubail Lubricating Oil and Grease Manufacturing Plant (Saudi Lube): another Petrolube plant, Petrolube-3, will be built in Yanbu.

Non-Oil Activities

Petromin lubricants hold the dominant spot in Saudi Arabia, although Shell and Mobil are close followers. Further, Petromin lubes have won a place in regional markets. Last vear, 20,000 barrels of Petromin lubricants were exported mainly to the Gulf.

but also to Yemen, Sudan, Lebanon, Guatemala and Belgium.

Petromin's activities are not limited to oil. The company supplies gasoline, jet fuel and other refined products throughout the Kingdom. Recently, the company was helped by a boost of gasoline prices. But even after the rise, premium gasoline costs only 14.4 US cents a liter. The Ministry of Petroleum explained that a higher price would reduce wasteful use of gasoline and help the profitability of Petromin. In any event, the kingdom has agreed to slowly bring gasoline and other product prices in line with those of the other Gulf countries. Saudi gasoline prices have

Petromin has also developed a foreign presence. It is one of the world's foremost sources for LPG. One

long been the lowest.

of its biggest customers is Japan. In 1986, Japan imported more LPG from Petromin in Saudi Arabia than from any other source. Total imports were 5.9 million tons, compared to the second-largest supplier, Abu Dhabi, which supplied 2.2 million tons.

Petromin is not confined to hydrocarbons. It has taken bids on opening up a second gold mine. The first, Mahd Ad-Dahab, is believed to be the site of the legendary mines of King Solomon. Today, gold is being commercially extracted from the mine.

The kingdom is believed to have commercial amounts of phosphates, iron and other minerals. Petromin has even discovered some coal deposits, which could bring Petromin an entirely new line in the hydrocarbon business.

— Doug Graham

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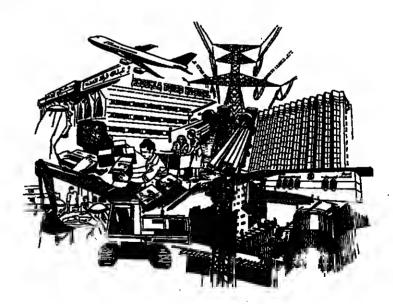


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' A New Pe

# A New Perspective on the Private Sector.

HERE would scen to be something of a contradiction in the Saudi economy. There is probably no government on earth more committed to the role of the private sector — not even Margaret Thatcher's Britain nor Ronald Reagan's America. For its part, the Saudi privace sector is probably the wealthiest and certainly the most fluid in the world. . Yet government spend-

ing accounts for almost 65 per cent of gross domestic product (GDP). That is more than most welfare states in the world. True, the private sector contribution to GDP would have been much larger — probably nearer 45 per cent were it not for the decline in the construction sector, partly caused by the fact that much of the infrastructure has already been completed. The decline, however, had the unfortunate effect of inducing a decline in the transport and trade sectors. There was significant growth in the agricultural sector and in traded public utilities. Nonetheless, in a country that is ideologically committed to the private sector, the state remains the major operator.

Setting the Pace Given the massive scale of Saudi development and the remarkably short time period involved - just 30 vears - it was only natural that the government should take the lead, creating the infrastructure and laying the ground for largescale capital-intensive industries such as the petrochemical ventures at Jubail and Yanbu. The private sector concentrated instead on commerce, agriculture and construction.

Not that it ignored industry. Far from it. By the end of the last financial year, some 1,864 locally owned private industries with a capital of \$16 billion were licensed and running, producing goods such as concrete, glass reinforced plastics, piping, cable and wire. There are licenses for another 1,545 industries. A further 400 industries, primarily petrochemical, metal and foodstuffs, were escablished as joint ventures with foreign companies with a total capital invest-

ment of \$8 billion. The government provided strong support, encouraging the private sector to assume its proper tole in industry and pointing it in the right direction. Of the \$3 billion provided in interest-free loans to the private sector last year (the total so far is \$44 billion), a large proportion went to industrial ventures.

In addition, though, the private sector was quick to follow where the government led, snapping up equity in the public utilities and corporations like SA-BIC, the parent company for most of the kingdom's petrochemical projects, when they were floated on the market.

The Future

Nonetheless, the main thrust of private sector activity was not toward industry. Now, however, the race is on to alter that situation dramatically; when the government talks about "the private sector," it is effectively talking now about its tole as a motor for industrial growth.

that industry's contribution to GDP, currently 10 percent, should rise to 15 percent within the next four to five years, thereby generating about \$1,000 of manufacturing value per Saudi citizen (compared to cur-

rent levels of \$660 in the

Government intention is

kingdom, \$550 in South Korea and \$2,000 in Spain). The private sector's reac-

tion has been very cautious. While looking for optimum investment opportunities, there is a problem. "Were do I invest?" is a question business entrepreneurs are constantly asking. Where are the projects?"

Certainly, when floatations of existing ventures take place there is no lack of interest - as the recent share floatation of Saudi Cable Company shows; it was almost 40 percent oversubscribed. This has given rise to fears that the private sector, having been led by the hand by the government for so long, is reluctant to let go. "It seems to have developed a caste for letting the government do the hard work, and then moving in afterwards," notes one Riyadh-based banker.

Private Initiative

That may be an unfair assessment. While there have been recent calls from the business community for further government priming of industry, there is also ample evidence of the private sector making efforts of its own to pinpoint and then create ventures in which to invest.

The Saudi Venture Capital Group, drawing together some of the largest Saudi private operators, the Saudi Advanced Industries Company and the National Industrialisation Company, are such examples. Since it started 27 months ago, the latter has, in addition to investing in some seven existing projects, investigated 70 potential projects; of these four are now being set up, and feasibility studies are almost complete on another five. Both NIC and SAIC are involved in three of the \$600 million Bocing

Offser Peace Shield pro-

Competition There is, however, an-

other reason for private secfor caution: competition -and, more specifically, unfair competition. There is a growing consensus among the business community that if Saudi industry is to prosper and flourish, there will have to be either subsidies or protectionist measures, at least during its infancy. The authorities are none too keen on the idea. "It is not our policy," stated Industry and Electricity Minister Abdel Aziz Al Zamil earlier this year, "to foster inefficient industries producing poor-quality products behind a wall of protective rariffs." But certain industries believe they have good reason to complain. The kingdom's cement producers, already hit this year by a 20 per cent concrection in the construction industry, have had to slash prices from \$3.73 a bag to \$1.60 in coastal regions and \$1.87 inland to combar what they claim is dumping by producers from Spain, Greece and Ja-

price cuts could pur some producers out of business, Allegations of dumping are also being made by the gypsum industry which likewise wants the government to introduce antidumping measures. Nor is the problem confined to the construction industry. Dairy farmers face a threat from imports of European Community-subsidized milk powder.

pan. "This is war" was the

recent reaction of the Sau-

di-Kuwaiti Cement Com-

pany chairman, Ahmad Al-

Tweijeri. But, 2s Tweijeri

pointed out, any further

Yet despite these problems, there is every reason to believe that Saudi Arabia is on the threshold of a major breakthrough as far as private investment in industry is concerned.

Making Progress After a painfully slow start, the Boeing Offset program of capital-intensive high-tech industries looks as if it is finally about to take off. Four of the 11 originally designated projects are thought to be near the end of the feasibility stage and work may well start on them early next year. Progress on the even larger Tornado offser deal with the British has been moving much faster. The decline of the dollar to first project, possibly a. Rolls Royce zero engines repair center, may well be announced before the end of the year.

Altogether, the Tornado Offset deal will result in at least \$2 billion worth of projects being started in the kingdom, of which the Saudi private sector is expected to take a 50 percent equity

International Markets

For its part, the recent crash on the international markets, together with the which the rival is pegged, may well act as a spur to Saudi investment back home. Several Saudi businessmen got their fingers burned in the crash. Omar Aggad, president of the Aggad Investment Company, is sure that it will prompt many Saudi investors to take "a closer look at investments in national industry." Certainly there is evidence of a halt in the flow of bank deposits from the kingdom, though whether this is

The decline in the dollar and with it the rival should, however, have some clearly beneficial effects. First, it will make Saudi petrochemicals that much more competitive on the European markets; recently they had suffered because of cheaper feedstocks available to their European rivals. Second, it should solve the problem of dumping and undercutting within the kingdom. There will be no need for anti-dumping

— Michael Dalmoak

# Sharing the Risks and Rewards

HE subject of Saudi banking has become a three-way debate among optimists, pragmarists and pessimists. While they generally circ the same issues and evidence, they draw strikingly different conclusions.

Oil revenues in themselves did not create the characteristics necessary for the strong development of a domestic economy -- cspecially of a newly industrializing economy. Oil revenues gave the government the opportunity to invest.

But as the majority of that investment was in the social and physical infrastructure of the nation (admittedly an essential investment), the role of the banks and of the private sector was necessarily determined by that of the public sector as the overwhelming contributor to Sandi's GNP.

**Key Sector** The construction sector

has maditionally been the most significant economic indicator, and current forecasts from the authoritative International Review anticipate strengthening performance, with the sector achieving levels of \$21.8 billion annually over the next three years and the public sector accounting for \$14.4 billion a year.

This is good news for the banks, most of whom reported significant downturns in profits for 1986. Several of the better-known joint-venture banks were particularly affected.

Shaukat Aziz of Saudi American Bank puts this into context, pointing out that most institutions have sought to strengthen their balance sheets by increasing reserves. He also notes that, in terms of ratios, Saudi banks in general are among the most strongly capital-ized in the world.

National Commercial, the kingdom's oldest and largest bank, reported a near 15 percent increase in assets in 1986, but a 19.8 percent decline in net profits, partially accounted for by provisions representing 3.4 percent of loans.

Riyad Bank, the other long-established domestic institution, recovered from a drop in total assets be- British Bank, provides an-

tween '84 and '85 to an increase of 7.5 percent berween '85 and '86 but, at the same time, saw net profits fall 63.1 percent,

a temporary effect or not is

#### Consolidation

Some commentators suggest that these wholly domestic institutions may be in a stronger position during periods of consolidation. In the rich years, they did not have access to their joint venture competitors' international contact networks; but in the lean years, their domestic relationships and loyalties may well pay dividends. They have also taken steps to develop their own international networks. NCB, for example, already has representative offices in London (which may become a full branch), Frankfurt, Scoul, Singapore and Tokyo, with full branches in Bahrain and Beirut, Riyad Bank not only has its city branch in London, but also opened a retail branch in Park Lane recently.

Andrew Dixon, deputy managing director of Saudi other optimistic perspec-tive: "We are quietly confidenr abour the period of consolidation and reorganization. We are very technology-oriented and believe that our investment in this infrastructure stands us in good stead to accept the challenges of the future."

#### Major Markets

As market institutions, banks go where the business is. For over a decade, the overwhelming majority of asset acquisition by banks in the kingdom was either in supporting domesnic economic development or international, where the only significant window was international sovereign debt - usually in the Third

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The nature of the domestic market led the banks to concentrate on short term and, as they thought, very secure lending such as trade finance to cover the necessary imports or contractor finance to provide short term working capital for the private sec-

See Sharing, Page 14

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-- Doug Graham

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FOUAD APANIES What do 11 major and independent oil companies in Saudi Arabia have in common with



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#### ADVERTISING SECTION

President of Saudi Cable Co., Omar H. Khalifati.

industry. The company is

one of the kingdom's first

ble factory with a licensed

firm produces a variety of

The company has invest-

ed in vertical integration.

Thus, it invested in a rod

mill that can produce over

55,000 tons per year of cop-

and unarmored cable

Its core business is a ca-

industrial firms.

## Cables: An Industrial Pioneer Goes Public

AUDI Cable Company (SCC) of Jeddah, an industrial pioneer in the kingdom, is breaking new ground in finance as it goes public with a stock offering throughout the Gulf.

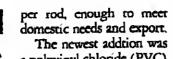
The company, the Middle East's largest manufacturer of stranded cable, is undergoing deep structural changes as it converts from a limited partnership to a fully public company.

It is floating a SR134 million share offering that is being handled by the Consulting Center for Finance and Investment (CCFI) of Riyadh.

SCC is selling 30 percent of its shares. The company is offering 725,000 shares to Saudi as well as Gulf Cooperation Council (GCC) investors. This will raise share capital of the company from SR200 million to SR250 million.

The offering was made because of Saudi Arabian law: Any firm that borrows more than SR100 million from the Saudi Industrial Development Fund must go public

Saudi Cable Company is interesting to financiers. out its credentials are in



a polyvinyl chloride (PVC) plant, which will get its raw material from Saudi Basic Industries Corp. (SA-BIC). The PVC plant has a licensed capacity of 16,000 tons per year. The PVC is used to produce cable sheathing and insulation.

The company also invested in a reel-making plant with a capacity of 60,000 wooden cable reels

SCC's industrial plant produces several categories of cables. It can produce overhead power lines, insulated power cables, and low-tension building wires. The firm also makes specialty cables.

Its vertical integration means cable sales are augmented by aluminum and alloy rod sales, PVC compound, and wooden reels and pallets.

The company has secured licenses to manufaccapacity of 26,000 tons per ture metallic and fiber optic year of copper conductor communications cables and and 19,000 tons per year of related electronics equipment. Investment in proaluminum conductor. The duction facilities may reach cable, including armored SR130 million. So far, SCC has exported

cable and rod to more than 14 countries, including Pakistan, Algeria, Greece and

— Doug Graham

# Abbar and Zainy: The 'A to Z' of the Private Sector

NLIKE many of Saudi Arabia's modern entrepreneurs. Abbar and Zainv have been around for more than 40 years. Abdullah Abbar and Ahmad Zainy, founders of one of the kingdom's most active private companies, first put their seeds in the ground for

their present empire when they statted growing

They now operate a chain of restaurants, grocery stores, dairy farms and processing plants and act as importers and agents for a variety of manufactured products. The company, currently managed by the second generations of the two families, is also involved in the construction and marine oil services support industries.

To a large extent, as the company's name implies, they are the "A to Z" of the private sector. Abbar and Zainy is totally international in outlook in order to best serve the national need for food products and res-CAUTANTS.

As Saudi Arabia rapidly develops so does the taste for a more cosmopolitan diet. Imported brand-name foods include Del Monte and Gerber. There is prime beef from the United States alongside locally made dairy products, halawa and sesame sticks.

With the help of Swedish knowhow, the company recently rook over a dairy plant to compete in the difficult milk products market. Technology, aided by keener business acumen, seems certain to set the company on the road to success where others have

In a joint venture with the French catering experts, Sodexho, Abbar and Zainy have opened a network of theme restaurants serving a mixture of fast food, topclass French dishes and lo-

cally based pastries. Known as the French Corner restaurants, they first opened three years ago and there are now around one dozen in the main cities. The restaurants rely on supplies of prepared foods from a centrally based kitchen in each city that supplies the outlets, a formula that is becoming in-

creasingly familiar in the Gulf and the rest of the Middle East as development proceeds.

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But Abbar and Zainy's enterprises are not only concerned with food processing and eating outlets. They also have several international joint ventures that include major capital projects with American and Japanese partners. One project is for a major yeast plant in conjunction with Universal Foods of Milwaukee, and another is for a revamped confectionery

#### Alireza: Life in the Fast Lane



Husein Alireza, managing di-rector of Haji Husein Ali-

ORD'S new agent for its Mercury line, H2ji Husein Alireza & Co., Ltd, is a strong part-ner that has outlasted many car companies whose vehi-

cles ir has sold in the past. Husein A. Aliteza. whose grandfather founded the company, recalls that it imported the first fourwheel car into the kingdom in 1926. "It was either a Durant or a Hupmobile," he said. Both brands have long since disappeared into the big names of Detroit

das and the Ford Mercury line, but it has imported a wide range of vehicles in the past. "We imported Nash, Studebaker, International, Mack, and Mercedes Benz," Mr. Alireza said. Nash and Studebaker have since folded, although they have become collector's

The company is best

known for importing Maz-

Alireza also won the Ford agency in the 1930s. but lost the agency when Ford was pur on the Arab boycott list in the late 1960s. When Ford was raken off the list earlier this year, Alireza was awarded the Mercury Division.

The company estimated a first-year sale of 3,000 cars, but sales are running ahead of estimates.

American car sales are benefiting from the weak dollar. The Japanese are suffering because in the past three or four years Japanese car prices have risen 250 percent. Prices for European cars have also risen

thority of what is, after all,

still one of the world's most

The pessimists cite the

disillusionment of many of

the investor banks in their

role and future in Saudi

Arabia, but there are few of

their other international in-

vestments that can have

shown as much profit over

the past decade or as much

potential for development

over the next, if only they

could determine exactly

tween people who sell and

people who buy. Saudi Ara-

tion for a long time. Part of

that role involves under-

standing the rules on both

sides and even belping to

Many sophisticated

arbitrate.

Banks exist by acting be-

what business they're in.

powerful economies.

"Saudi Arabians always preferred American cars and they were driven to buy the Japanese because of the price. But now when there is little difference in the price, they are buying American again," he said

Haji Husein Alireza is an offspring of the kingdom's oldest commercial establishment, the Alireza group. Haji Abdullah Alireza is the oldest firm. founded over 115 years ago. The grandfathers, Abdullah, Xenel, and Husein, separated in 1906 to found separate companies.

During the oil boom period of the 1970s, Alireza's open to the monetary aucompany branched our into many activities, as did most Saudi firms. "Today the company is mainly automotive," Mr. Alireza said. "After the slowdown, we restructured out company and threw out a lot of the

> The company is involved in engineering, agricultural tractors and implements, power generators, power pumps and Liebberr brand heavy equipment.

As a dealer of MAN trucks, Mazda commercial vehicles, and Mercury cars, Mr. Alireza finds his firm is bia will be a major player on both sides of that equawell placed for the future. The firm has built a network of 14 branches.

> "We found this year that! the economy is picking up," Mr. Alireza said. "Sales are much better than last year. I think the country was restructuring, in 2 way. We believe in further growth of the economy and expansion and we are going to be ready for it."

> > — Doug Graham

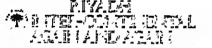
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#### Sharing Risks and Rewards

tor implementing a government contract.

Banks would not notmally lend medium or long term domestically - the classic requirement to support entrépreneurial development - as Jad Suidan, then director general of the [-Riyadh-based Arab Investment Company, argued powerfully and eloquently several years ago.

Pragmatists see the problem in simple terms. The banks could choose among attractive profits on short term trade finance (secured against goods and dealing with excellent names), extending internanonal sovereign risk credits brought to them by high quality international banking names, or accepting long term risks backing the largely untried skills of domestic entrepreneurs seeking to implement private sector projects.

The pessimists point out that, by choosing the first two and largely ignoring the third, they inherited the worst of all worlds.

In the oil price crash, the

banks suddenly learned that Saudi law reflects Islamic law; profits are based on shared risk. Some bankers found it difficult to deal with the fact that a client could not be directly brought to book on a debt. Instead, he might point to a pile of suddenly unwanted aggregate sitting some hundreds of miles from Jed-

Winners and Losers Bankers also rediscovered they were in the risk business when loans entered into with Third World countries for far fees and small spreads over LIROR suddenly started

dah and say "we have a problem. What are we go-

ing to do about it?"

ruming sour. And all the time, the small entrepreneur that they wouldn't supply with the funds he needed, on the maturity he required, on a tisk-sharing (quite possibly equity) basis totally acceptable to Sharia law, has probably been better shielded from the downturn than anyone else.

The government has

#### (Continued from Page 13)

been trying to resolve the complex legal issues surrounding the enforceability of debt. At present, it seems clear that in an Islamic sociery, banking is about shar-ing both risk and reward.

While most Western commentators focus on the issue of interest and collateral and whether or not they can be enforced by law; the Saudis are grappling with a more fundamental issue - the meaning of risk and the implied parmership between banks and their clients in that risk.

In an intriguing development, the Islamic finance group, Al-Rajhi was licensed as a bank in June this year. SAMBA's managing director Shaukar Aziz welcomed this as "a positive development. It brings a major provider of financial services into the banking community."

Pragmaosts point out that the banks entered the fray knowing both Saudi law and custom. For about a decade the Saudi banks, especially the joint venture banks, enjoyed some of the highest profitability levels in the world

The optimists refer to the hardening of oil prices, the uprum in the Saudi economy, the strengthening of the construction sector and the genuine attempts to find solutions to Islamic banking issues in a world that includes many other banking problems: offset trading, deep discounting of Third World debt; sovereign default; and the regular abuse of the rules of international trade. Creative Solutions

Among the optimists is Saudi American Bank, Citicorp's joint venture bank. John S. Reed, the chairman of Citicorp, recently visited the kingdom and said, 'Imaginative economic planning and development has resulted in spectacular progress for the kingdom."

The pragmatists know that solutions have always been found, that Saudi Arabian Monetary Authority has acted responsibly and flexibly in the past; and that many options remain

banking products emanated from the first international surge of Islam centuries ago. Similar creativity today could reap similar rewards again. — Christopher Ogg

# The sign of understanding.

There are branches and offices of The Saudi British Bank throughout the Kingdom. In Al-Khobar, Damman, Jeddah, Riyadh, Taif - Jubail - Huffof - Makkah, Madina and Buraidah and over 30 other branches in the Kingdom. And in each case, the sign outside does more than announce our presence. It shows you that we understand

developing economy and nation. It shows you that we understand and are ready to help with your financial requirements whether at home or abroad, no matter how small or large. And it shows that we understand and have a commitment to all our customers from the personal account holder through to the largest international



by the Saudi public and 40% by The British Bank of the Middle East, a member of The Hong Kong Bank Group

Head Office: P.O. Box 9034, Riyadh 11413, Tel: 01-4050677, Telex 402349, Authorised and fully paid up expiral SR



# Petrochemicals: Off the Drawing Board and onto the Market

EN years ago, Saudi Arabia's petro-chemical industry was in the planning stage, bur today Saudi Basic Industries Corp. (SABIC) sells more than 3 million metric tons of chemicals, plasties and fertilizers, worth over \$1 billion a

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SABIC, which is 70 percent owned by the government and 30 percent owned by the public, now operates 11 plastic, fertilizer and chemical plants. Private investors have also announced plans to produce aromatics, polyols, PET resins, and maleic anhydrides.

"I see in the future that Saudi Arabia will be one of the main industrial centers for commodity chemicals and petrochemicals," said Ibrahim Ibn Salamah, vice chairman and managing director of SABIC.

The corporation was founded to establish joint ventures that would contribute technology, marketing expertise, and help to-ward that goal. The investments would have the benefit of low-cost natural gas, tax holidays, and entitlements to crude oil in the event of future crude oil

Mobil, Exxon, Texas Eastern, and Celanese from the United States have entered into joint ventures. Eni Chem of Italy, Neste Oy of Finland, Mitsubishi of Japan, as well as Korean and Taiwanese firms have also established joint venrure companies in randem with SABIC.

But foreign investment has not protected SABIC from protectionist moves in Europe, Japan, or the United States, Some 80 percent of revenues are carned by export, according to the

president of SABIC subsidiary SABIC Marketing Ltd., Abdullah Nojaidi. He stresses that much of SA-BIC's ourput is consumed in the kingdom, both directly and in conversion into other products.

The new 50,000 mips Butene-1 unit added by Arabian Petrochemical Co. (Petrokemya) will ship its output to SABIC plants producing linear low-density polyethylene (LLDPE) and high-density polyethylene (HDPE). At least half of SABIC's ethylene diaklavids is now converted to PVC and VCM. Saudi farming consumed a large portion of its urea fertilizer

A methyl tertiary dutyl ether (MTBE) plant will come onstream in 1988. The kingdom is considering a plan to switch to unleaded gas, which would use a large proportion of. the plant's output.

Much of SABIC's future PVC production will go to the kingdom's large PVCconsuming industrial materials sector. Polystyrene is also used by the kingdom's industrialists. Consumpoon of plastics in the kingdom is now more than 180,000 tons per year.

polypropylene plant in

Yanbu, the kingdom's gi-

ant petrochemical port on

the Red Sea. Other projects

could produce polyesters,

and alkyd resins, and alfa

encourage the development

of downstream industries,

One of these, the Saudi

Urethane Chemicals Co.

Ltd., has gone onstream in Jubail. The 3,000-ton per

year polyols plant is a joint

venture between the Albab-

tain Industrial Group,

Synthesia Espanol of Spain,

and Upjohn Polymer of the

Capital Group has received

industrial licenses for PET

resins, maleic anhydrides,

Jeddah's Saudi Venture

United States,

SABIC was formed to

olephins.

SABIC products are sold both by its joint venture partners, and its two wholly owned subsidiaries, SABIC Marketing and SABIC Marketing Services, established in 1983. SABIC Marketing Services is established in London and Hong Kong and has a representaove office in Tokyo.

SABIC has also opened overseas sales offices, SA-BIC Marketing Europe, based in London, and SA-BIC Marketing America, in Stanford, Connecticut. "The objective is to keep

feasibility studies. The National Industrial-

helped with research and

ization Company (NIC) has invested in Shairco's SABIC close to the mar-Kerr-McGee joint venture ket," said Mr. Nojaidi. Meanwhile, SABIC is titanium dioxide plant. NIC has also formed a joint cononuing to expand. In venture to collect hazardaddition to the Butene-1 ous waste ar Jubail. The unit, a 100,000 ton per year Narional Company for Enpolystyrene unit at Petrokevironmental Preservation mya is starting up. The (BEEAH) is accepting bids Saudi European Petro-chemical Co. (Ibn Zahr) on a plant that will process 10,000 tons of waste per 500,000 mtpa methyl tertiayear using landfill, high ry butyl ether (MTBE) temperature incineration, joint venture is expected to and chemical treatment. be operational in 1992. Khadamat and NIC will The National Chemical Fertilizer Co. (Ibn al-Bayown 25 percent each, the remainder will go to Saudi tar), a joint venture with SAB1C-owned SAFCO, has

investors. Mr. Nojaidi welcomes begun shipping ammonia private sector participation and has a capacity of in petrochemicals, but 500,000 mtps of ammonia. warns Saudi entrepreneurs Further, SABIC is advancthat they are entering a ing on the second phase of competitive business and Ibn al-Baytar; it will add an that they have to look be-800,000 mtpa compound yond the domestic market.
"You need very aggressive and phosphate fertilizer plant. The capacity of Saudi businessmen to take initia-Methanol Co. (Ar-Razi) tive and risks in this busimay also be raised from ness," he said. "They 600,000 mtps to 1.2 million should produce international products that can In the longer term, SAcompete on international BIC is considering 2 markets." Doug Graham 200,000 to 250,000 mtpa

From Construction to Medical Care

HEIKH Abdulla Fouad started his business in 1947

at Ras Tanura carrying our different construction contracts to ARAMCO. The Abdulla Fouad Cor-

From its beginning in contracting, trading and engi-

neering, the Abdulla Fouad Corporation was expanded

into a number of diversified sectors including contract-

ing, trading, manufacturing, services, real estate, invest-

ment and commercial representation. In short, the

company roday is involved in virtually every aspect of

The supply services division of the corporation repre-

sents over 200 major European, American and Japanese

firms. The corporation's commercial division is mainly

engaged in the supply of all types of heavy and medium-

sized equipment as well as the supply of construction

The 310-bed Abdulla Fouad Hospital offers a unique

medical service to the people of the Eastern Province

and it is a project which will continue to expand in its

efforts to help in the medical program of Saudi Arabia.

the expanding Saudi Arabian economy.

and industrial material.

poration was formally established on July 28, 1971.



## Foreign Investment In Industrial Cities

Hisham Nazer Minister of Petroleum and Minerals, toured the United States earlier this year, he urged American businessmen, especially those in the petrochemicals industry, to join Saudi Arabia in more joint

Saudi Arabia, he said, was going to use its vast gas and oil resources to estab-

THEN H.E. Mr. lish 2 world class petrochemicals industry. His country had no intention of dumping cheap petrochemicals in order to capture a share of the global market.

Fifteen of Saudi Arabia's 17 scheduled world-scale petrochemical and industrial plants already are up and running in the twin industrial cities of Jubail and Yanbu. The two projects, conceived and implemented by a Royal Commission, represented more than a \$30 billion investment.

Prince Abdullah bin Faisal bin Turki, secretary-general of the Royal Commission for Jubail and Yanbu, describes the commission as "a unique development agency not only within Saudi Arabia but, perhaps, in the entire world."

Prince Abdullah joined the commission when it was established in 1975 to build primary petrochemical industry plants at Jubail on Saudi Arabia's cast coast now linked by pipelines across the desert to Yanbu on the Red Sea. Development has been carried out in concert with both the Saudi Basic Industries Cor-

poration (SABIC) and Petromin, the energy agency. The two cines are the

cornerstone of the country's industrialization and have reached new limits in jointventure operations with partners from the United States, Japan, Taiwan, South Korea, West Germany, Iraly and Finland, among others.

Jubail was a fishing village 18 years ago. Now its population numbers 50,000 and is expected to increase to over 250,000 after the turn of the century.

The whole area is a maze of glistening silver pipes feeding primary products and natural gas to power the plants. Through it all slices a black tarmac fourlane highway with a steady stream of constantly moving heavy maffic.

Says Prince Abdullah: "The twin cioes of Jubail and Yanbu host over 100 light manufacturing industries to support a variety of needs - not only of the cities themselves but of our domestie markets generally. As construction, engineering and urban development projects, Jubail and Yanbu are unique industrial cioes with state-of-the-art utility systems and infrastructure and a community environment program that has capovaring esthetic form and a fully modern social services content."

Both Prince Abdullah and H.E. Mr. Hisham Nazer stress the need for greater private investment within the kingdom, not only directly from private companies but also in association with foreign part-

"The government has made it quite clear that the ultimate responsibility for the industrialization of our country rests with private enterprise," says Prince Abdullah. "While it is true that the government has intervened in the industrial sector in association with leading corporations of the world, the objective has always been the nourishment and growth of the private

He points out that the present period of economic consolidation and industrial diversification has also provided the Saudi businessman with a chance to "remold his initiative. The high rares of return during the trade-led boom years have to be transformed to lower rates of return spread over a longer period, particularly in the manufacturing

Referring to future investment, Prince Abdullah said that, despite government spending constraints, capital scarcity was not a problem for the country's economic development. "The government has adequate reserves and, what is not always remembered is that the private sector holds almost as much reserves as the government itself. The tapping of this vast reservoir of capital is one of the primary tasks of the present phase"

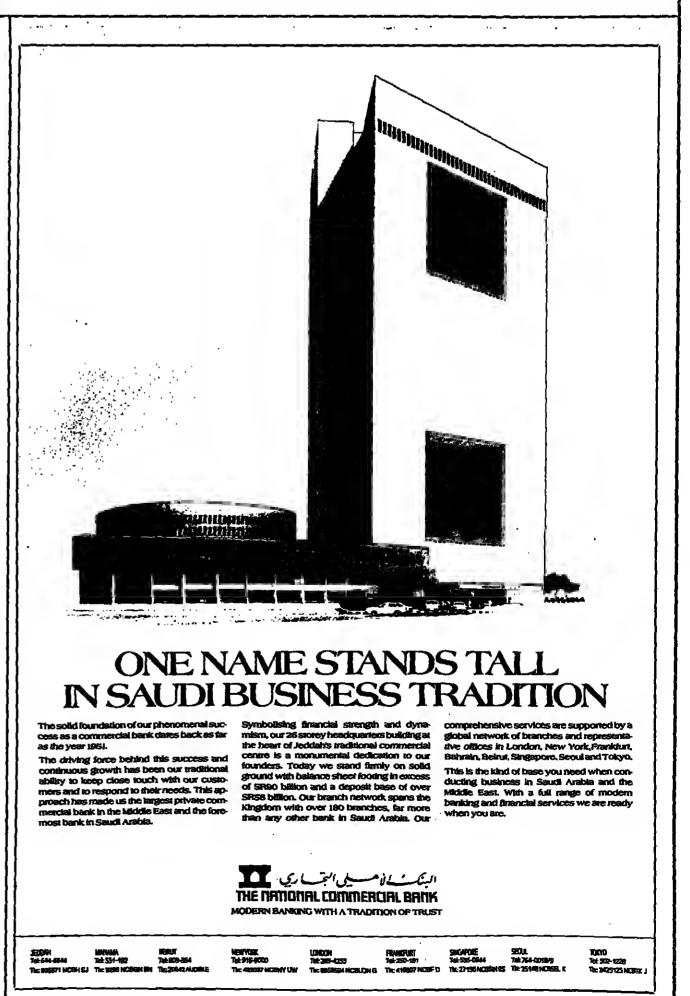
According to Abdul Aziz Al Zamil, Minister for Industry and Electricity, Saudi Arabia has more than 2,000 operational factories and manufacturing plants representing an investment of \$16 billion.

"We want competitive, viable industries which can generate a net national economic benefit," says the minister.

Encouraging greater privace and foreign investment in Saudi Arabia is now a number one priority. Prince Abdullah and the Royal Commission hope that potential foreign investors will look closely at Jubail and Yanbu and see for themselves that Saudi Arabia is open for business.



Tel: (02) 642-3509/642-3802/642-6526. Telex: 601221 HUSREZ SJ. Fax. (02) 642-6435.



Saudia's modern jet fleet includes the Boeing 747-300.

## Saudia Continues to Expand Routes and Upgrade Services

half has not been a patticularly easy time for airlines operating in and out of the Middle East. For several reasons, primarily economic, traffic has dropped considerably. Yet for the biggest airline in the region, there has been little cause for complaint. The number of passen-

gers carried by Saudia last vear (10.5 million) may have been below the 1985 figure by half a million, but its market share was up 2 percent. It was the same story with cargo; boarding was down in line with the regional market trend, but Saudia's share of the international ait cargo market was up 1 percent and sales were up 7 percent.

HE past year and a

Saudia has not only stood up to the changed conditions with minimal loss in terms of profit and passenger traffic, it has continued to expand. New routes have been brought into operation, to Dacca and Kuala Lumpur, and others to the Far East are planned. The Far East is seen as the main area of development.

Similarly, aircraft and services are being updated even though Saudia, with

110 aircraft, most of them wide-bodied, already has one of the most modern fleets in the world. But while most U.S. or European airlines would consider that at 15 years, their aircrafr still have a good few years' service in them, Saudia's policy is to replace after about 12 years. It is rumored that it will start looking to replace its 10-to 12-year-old fleet of Tristars in the near future and although the aitline operates a mix of aircraft, there is every possibility that it will be looking to Boeing for

replacements. The majority

of its planes are already

Boeings. Saudia's continued success, despite the downtrend in regional traffic, is all the more remarkable given that 70 percent of its passengers are carried at a loss. Saudia operates a cheap fares policy on domestic flights in line with government wishes that travel within the kingdom should be accessible to all. The company makes its profit, and a handsome one ar that, from the 30 percent of passen-

gers who fly internationally. The need for cheap fares within the kingdom is fairly self-evident given the terrain and the large distances

gateway as well as the regional hub for domestic travel, is expected to be op-erational by late 1989. It will have a capacity of 10 million passengers a year. The terminal is already structurally complete; work is currently being carried out on a 6,000-square-meter mosque to accommodate 6,000 worshipers.

When it does open it will not be the end of the road. Like London's Heathrow, which has been called the world's only permanent building site with its own airport, development and expansion will be a regular feature of life at Dhahran, as it will be at Jeddah and

involved. Apart from the

United States, no other

country has as many people

per head of population

traveling by air. Last year

seven out of every 10 peo-

ple traveled once by air

within the kingdom. That

compares to the figures in

Britain, for example, of one in every six. (In the United

States, everyone takes ap-

proximately 1.4 internal

Given the Saudi propen-

sity to fly, it was not sur-

prising that investment in a

new generation of airports

was deemed necessary more

than a decade ago, especial-

ly in those acting as inter-

national gateways — Jed-dah, Riyadh and Dhahran.

In all three cases, the exist-

ing airports were located in

urban areas that effectively

prevented expansion to

meet the anticipated

International Airport

Project, a division of the

Ministry of Defense and

Aviation, was set up in

1976 ro oversee expansion

plans. Since then new aitports have been opened in Jeddah in 1981 and Riyadh

in 1983. The \$2 billion

Dhahran airpott, which

will be called King Fahd

International and will serve

as the kingdom's eastern

growth in air traffic.

flights a year).

There are already plans for a second, 16 million capacity rerminal as well as for an accompanying mass transit rail center and the main bus headquarters for the region. Both Aramco and Petromin, the state oil corporation, intend to build their own aviation facilities on site.

However, the whole question of expansion at Dhahran depends on demand. It had originally been projected that the new airport would be handling 5.5 million passengers by 1990, but this has been revised downward to 4 million because of the effects of the new Dammam-Riyadh highway and Bahrain causeway. Both have siphoned off potential traffic. In Jeddah's case, there has been little such competinon, which is why plans are in hand for another terminal to meet Saudia's anticipated growth in demand

over the next 10 to 15 years. If that growth becomes a reality, and there is every chance it will, then Saudi Arabia will overtake the United States as the leading air traveling country, in per capita terms.

- Michel Dalmoak

## Hotels: Intense Competition Sharpens a Tight Market



Marriott Hotel in Riyadh (above) and Jeddah (below).

HE market in Jeddah is good, Riyadh is tougher, and the Eastern Province is murder, says Gary Gagnon of the Red Sea Palace.

Jeddah has year-around occupancy with business travelers in the winter and Moslem pilgrims in the summer. Rivadh attracts businessmen in the winter, but when the government moves to its summer capical of Taif, business drops sharply. The Eastern Province has too many hotels.

Because of the surfeit in major cities, the Hotels Department of the Ministry of Commerce has banned new hotel construction in Jeddah, Rivadh, Damman, and Al-Khobar.

The response of hotel companies has followed two distinct lines. One group tried cutting rates to attract customers. This led to a general decline in rates, which some hotels resisted more than others.

Those that did not cut their rates have offered higher levels of service. In Riyadh, at least, it appears that they have won a greater market share and main-

tained higher average rates. The Riyadh Intercontinental's new regional vice president of operations and general manager, Tom Krooswijk, says: "By the

time I arrived here, the fall in hotel occupancy in Riyadh had bottomed out. To add to this, the Intercon had an expansion with 100 rooms in October 1986, which wasn't making the iob any easier.

"I saw that Riyadh hotels were reasonably priced and the quality was good compared to other hotel markets. It was also clear thar figures showed that those hotels that just cur prices lost market share. I felt that businessmen were looking for service."

The Marriort hotels have performed strongly in Riyadh and Jeddah, pursuing a businessman-oriented policy. Fully equipped busi-ness centers and luxurious rooms are a plus. Further, in both Jeddah and Riyadh, the hotels are located in excellent locations close to main traffic arteries. In Jeddah, the Marriott is the city's newest luxury hotel.

In Rivadh, hotels that rely on airline crews have performed less well than expected. They are now anxiously awaiting the opening of a new hotel at King Khaled International Airport, which will be competing for the same busi-

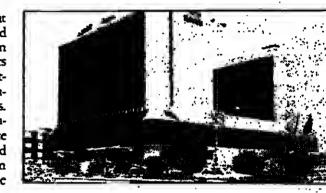
The hotel, that have performed best tend to be those with international partners. Marriott, Interconrinental, Hyart, Ra-mada, Holiday Inn, Meridien and others have hotel operating agreements in the kingdom. The owners benefit from expertise as well as an international name and referral service.

Intercontinental also opcrates the government-only. Conference Palaces. Its hotels are the Riyadh Intercontinental, the Taif Intercontinental, the Mekkah Intercontinental and the Abha Continental.

The Hyatt name is found in Riyadh, Gizan, Jeddah and Yanbu.

Sheraton has opened Riyadh's newest 5-star hotel, the Atallah Sheraron Hotel, and operates hotels in Taif and Medinah. Gustar operares the Red Sea Palace, in Jeddah, and the Al-Khozama Hotel, in Riyadh.

— Doug Graham



#### Albabtain Takes the Biscuit

RESH baked cookies and drip-free domes are extreme examples of the private initiative shown by Saudi entrepreneurs. But, for Abdul Latif Albabtain's group of companies based in the Eastern Ptovince at Al Khobar, they are the order of the day.

Get rid of caution and hesitation," said Industry Minister Abdul Aziz al Zamil when addressing a group of businessmen earlier this year. He advocated a closer relationship between the state and privare sectors and suggested that it was time for the private sector to take up both the slack and the strain as far as the

business scene was concerned.

This is precisely what the Albabrain group has been doing in the last few years as its activities steadily expanded. One of its latest ventures has been a major plastics manufacturing plant in the Jubail Industrial City — probably the largest industrial park of its kind in the world.

The Albabrain industrial group has established a American firm, Upjohn Polymer Inc., and a Spanish company, Synthesia Espanola, to produce 3,000 tons of polyether polyos and blended polyurethane a year. The factory complements Albabtain's existing polyurethane manufacturing plant in Jubail.

For, with this new facrory, Saudi Arabia can now produce plastic products from its own feedstock rather than relying solely on imported materials.

The Polyurethane Manufacturing Company's furniture division produces a wide range of lightweight yer sturdy tables, chairs and desks. Most of these polyjoint venture with the wethane products are intended for public institutions from schools to hospitals.

As well as being functional, the furniture has considerable esthetic appeal and - above all - is resis-

tant to ultraviolet light, often a problem with plastic furniture in the desert environment of the Gulf. The sun rocs certain plastic materials, which then become brittle and break up.

Another design problem that has caused difficulties is insulating the underside of the thousands of domed buildings across Saudi Ara-bia. Albabtain has been able to overcome the problem by manufacturing a waterproof mixture of polyurethane and diathon that can be sprayed onto domes and flat roof buildings as

The Minister of Industry has constantly stressed the need for greater import substitution within the Kingdom. Until comparatively recently it has not been an easy policy to ful-

However, a typical example in food processing is the manufacture of biscuits, crackers and cookies - another Albabtain venture thar has become a major SUCCESS.

In the new industrial city outside Riyadh a new aroma hangs in the air the sweet smell of home baking on a massive scale at Albabtain's biscuir factory. Ir is housed in a long, low building on a corner site of the industrial park

The factory has become a totally integrated operation using almost all locally produced raw materials.

Flour comes from whear. grown in Gassim, pure vegerable oils come from a refinery in Jeddah and many. of the fresh eggs come from the chicken farms at Al Kharj.

Knowhow for the manufacture has been provided by West German and Swiss companies that have supplied some of the most up-to-date mixing, moulding and baking machinery.

Albabrain has been able

to capitalize on its distribuoon network. There are ten principal centers in the Kingdom with their own sales and delivery teams that make sure customers only ger the freshest baked biscuits.

Demand has proved to be so popular that Albabtain now exports its biscuits and cookies throughour the Gulf countries.

# INVESTMENT OPPORTUNITIES AT JUBAIL AND YANBU

SAUDI ARABIA'S MAJOR NEW INDUSTRIAL CITIES

Consider investing in the new industrial cities of Jubail and Yanbu for the Saudi Arabian and Gulf regional market.

For thirteen years, Saudi Arabia has been building two ultramodern cities — Jubail on the Arabian Gulf and Yanbu on the Red Sea. Today, the cities include:

- Nincteen world-class plants turning out millions of tons of products a year,
- Over 80 light manufacturing and support industries providing a wide range of goods and services,
- Unsurpassed utilities, highest quality feedstocks, convenient location to Europe and the Far East, favorable financing, and government preference to in-Kingdom producers.







becomes available, is taken

Only five minutes from the

Champs-Elysées, Neuilly is by

far the most sought-after and

expensive suburb of Paris. Ac-

cording to Françoise Ver-

camer, of the international

realtors Jones Lang Wootton,

a major incentive for compa-

nies is the suburb's extremely

low professional tax rate. At

7.917 percent (as compared to

11.667 percent in Paris, an av-

erage of 13 to 22 percent in the

other Parisian suburbs and

27.297 percent in Aubervil-

liers to the northeast), Neuilly

has the lowest company tax

rate of the whole Paris region.

In addition, when compa-

nies started flocking to this

then completely residential

suburb at the beginning of the

1970s, the rents were cheaper

"When the commercial

boom was at its height in the

mid-1970s," recalls Mr. Labro,

"we had thousands and thou-

sands of meters available and

sellers were forced to negoti-

are to be competiove." Since

then the price of real estate in

Neuilly hasn't stopped climb-

ing. Over the past two years,

with space increasingly rare

and demand just as strong,

they have soared 20 to 25 per-

Office space is renong for

1,700 to 2,200 francs per

square meter and selling for

around 25,000 francs pet

square meter. That makes

Neuilly property less expen-

than in most of Paris.

right away,"

HEN Gérard lean and Hubert de Mont-Marin left Dupuy-Saatchi to found their own ad agency three years ago, they naturally looked for space in Neuilly. "We had always worked here," explains Mr. de Mont-Marin, "and our new agency needed the credibility that a chic Neuilly address could give us." The agency, Jean et Mont-Marin, first moved into 2 300-square-meter rown

Marie B.

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- Doug Graham

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house, known as a "hôtel paroculier." Two years later, after landing such important budgets as Pentax, Lancôme perfumes, Pan American Airways and S.T. Dupont watches, the partners set about looking for larger headquarters.

The search lasted more than six months and involved several real estate agents. The town house they moved into last month was built in 1784 and entirely renovated. The oldest of its kind in Neuilly, it is being rented to the agency on the basis of a 30-year lease with the town of Neuilly which owns it.

Three times larger than the agency's former house, it is also two and a half times as expensive. "The price we're paying has jumped from 1,000 FF to 2,500 FF per square meter and we had to decide if we wanted it in less than half-an-hour or it would have been grabbed by someone else," recounts Mr. de Mont-Marin.



The difficulties encountered by Jean et Mont-Marin in finding space and the price they had to pay to stay in this prestigious suburb of Paris are by no means unique. "A company that wants to move into Neuilly today has to be exremely determined and paoent," states Robert Labro of Jean Thouard, one of France's top commercial real estate consultants. "Whatever space

sive than certain prime areas in the 7th, 8th, 16th and 17th arrondissements, but a good deal more than many areas in

Yet, despite the influx of large companies, Neuilly has quil residential character. An urbanization plan, first adopted in 1951, has protected it from being overrun by commerce and business. Zoning

Head Chef Philippe Lempereur Diploma Ecole Hotelière 1964 Le Chambord Specialties from Quercy Game - Canard au Sang

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LIGHT AT THE END He adds: "Another reason the

ITH its tree-lined avenues and quiet streets, Neuilly could almost be mistaken for a peaceful provincial town - were it not for the avenue Charles de Gaulle, the main east-west road from Paris that currently cuts clean across its center. Every day, 150,000 cars take it to go back and forth to Paris.

The ideal solution - rerouting the traffic underground and creating a treelined pedestrian area above might seem simple enough. Yet finding the appropriate financing has taken years.

According to the Mayor of Neuilly, Nicolas Sarkozy, one reason why the current one billion franc project has succeeded where others failed is because of the decision m cover only part of the avenue at a time. The 435 meters of runnel for car traffic is only the first step but, as Sarkozy says, "it was important to begin,"

regulations restrict commer-

cial activioes to the northern

extremity of the suburb and

the area on both sides of ave-

nue Charles de Gaulle, Practi-

cally three-quarters of Neuilly

are reserved for residential

"The 1951 Urbanization

Plan sheltered Neuilly from

the over-development that

many towns experienced in

the wave of post-World War

II construction," states Thier-

ry Gaubert, one of mayor,

Nicolas Sarkozy's close collab-

govern the height of buildings

and their appearance. The

town's trees are safeguarded,

Such regulations have en-

hanced the value of the suburb

while contributing to the rar-

ity of space and the difficulty

of construction. Mr. Gaubert

estimates the number of new

constructions at three or four a

year. These usually involve

the demolioon of town houses

which are difficult and expen-

sive to keep up. Their owners

will sometimes exchange

them for a floor of the apart-

ment house built in its place.

idents regret the disappear-

ance of the private houses that

covered the suburb half a cen-

tury 2go. Of the remaining

400, only the 300 located on

private streets (dead-ends ac-

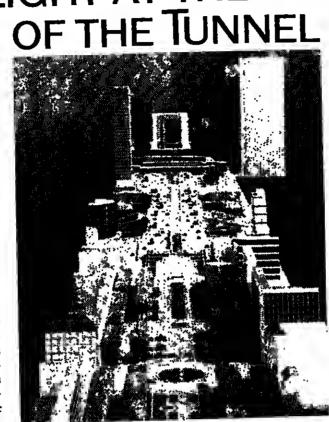
cessible only to occupants and

their guests), are protected

Many old-time Neuilly res-

brators. Stringent te

as are its gardens.



meter, up 20 percent over the

past two years. Renong has

become so expensive that the

market has virtually disap-

A combination of lack of

office space, high prices and

congestion along the main

streets has sent some compa-

nies north or farther west.

Nonetheless, the real estate

market in Neuilly is expected

to remain as oght as it is

peared.

A preview of the finished project.

apartment houses or office

buildings in zones where com-

mercial activioes are allowed.

Yet despite the cost of a town

house, anywhere between 10

and 25 million FF, there con-

onues to be a strong market

for them. A num-of-the-centu-

ry town house near the Bois de

Boulogne (the largest park in

the Parisan area), with 300

square meters of living space

and a 150-square-meter gar-

den, recently sold for 15 mil-

According to Noclle Por-

oer of Neuilly-Paris-Ouest,

one of eight realty agencies

based here, Neuilly is the per-

feet combination of city and

country living. "Bordered by

the Bois de Boulogne, we have

numerous municipal gar-

dens," Ms. Portier points out.

"What's more, most apart-

ments have large terraces or

balconies, while town houses

have gardens." One of the few

vacancies currently available

at Neuilly-Paris-Ouest, for example, is a four room apart-

ment in a modern building

with 120 square meters of liv-

ing space, a 180-square-meter

terrace and parking. It is sell-

Such luxury, so near to the

center of Paris, is not within

everyone's reach and over the

years Neuilly has become a

rich man's suburb, a status

symbol for its residents. Ac-

cording to Daniel Calais of

the Department of Urbanism

at Town Hall, the average sell-

ing for 4.7 million francs.

lion francs.

light was the decision to extend the Vincennes-Pont de Neuilly metro line to La Défense." Consequently, the stare will pay the largest part (40 percent) followed by the region (24.8 percent), the RATP (20 percent), the Department and the two cities of Courbevoic and Puteaux (11.8 percent). Neuilly will pay only 3.4 percent.

project was given the green

The work currently consists of removing all the pipes and electric cables beneath the avenue. Next February work will begin on the extension of the metro line to La Defense, the creation of an underground runnel for the metro and cars, and the installation of 15,000 square meters of trees, gardens and fountains. The City Hall expects the project to be operaoonal by mid-1992. In the end, 80 percent of all traffic will go underground. - Harriet Welty-Rochefort

today, with demand high and the vacancy rate low. Nobody can predict whether prices will continue to climb as they have over the past two years, nor how much people are willing to pay for space here, but no other suburb of Paris and few of its districts offer the convenience, amenities and prestige of Neuilly.

— Joyce Wakmann

# THE NEAR **WEST** REDISCOVERED

OOKING at Neuilly as it is now, with its fine boutiques, bevy of businesses, and sumptuous homes, it is hard to imagine that this area was once a plot of swampland. But that was back in the days when the porato was still nouvelle cuisine.

In 1786 Antoine Parmenoer presented his first crop to Louis XVI. The vegetable formerly confined to the Limousine area of France - swiftly became so popular that Benjamin Franklin found himself at a dinner where the menu consisted of nothing but potatoes in every possible

The pastoral past disappeared as thousands of companies discovered Neuilly's proximity to Paris, greater greenery and pure air. "The challenge now," as explained by Mayor Nicolas Sarkozy, "is to preserve the ecology of our rown. We want the green of parks and gardens and trees to be the color of our city."

Efforts to preserve the trees and parks began back in the 1950s under Achille Peretti, the former mayor. Since then the city has blossomed into the home of 3,135 businesses employing 35,000 persons in 800,000 square meters of offices, mostly on the avenue Charles de Gaulle and the Ile de la Jarte. Yer building testrictions have preserved the city's 248 hectares of parks and gardens, guaranteeing the 65,000 inhabitants of Neuilly some 38 m² of park area per

No wonder 50 percent of the residents are either company presidents, professionals or top managers (not to mention

the diplomatic population which live in the city's 24 foreign embassy residences). The 64,450 inhabitants currently pay 1 percent of the total income tax paid in France and 24 percent of those in the Department of the Hauts-de-Seine

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Neuilly's commercial sector is equally upmarket. As a crossroads of communication, it houses 400 companies in the fields of radio, relevision, publicity and publishing.

As early as the 1930s, Chanel Perfumes moved in because, "we had a presentiment of the luxurious character of this site," says a spokesman for the company. Since 1980, Yves Sr. Laurent Perfumes has also been based on the He de ia Jatte and, next year, will be joined by Paco Rabanne.

Building and refurbishing projects account for 63.48 percent of the city budget. Massive projects such as the 40 million franc remodeling of the Place du Marché are being financed by city hall in conjunction with private companies to relieve the burden on the taxpayer.

In a master-stroke of combining good living with sound urban planning, the city has also found a solution for the busy - and noisy - traffic on the avenue Charles de Gaulle. And work is forging ahead on the installation of a total cable network for mid-1989.

As Renée Michelangeli-Peretti, daughter of former Mayor Achille Peretti and director of Neuilly Journal Independent concludes: "You cannot prevent change, but you have to manage it well."

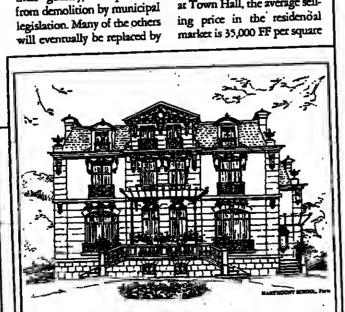
- Harriet Welty-Rochefort



Secluded homes in quiet streets.

eastern and northern Paris.

managed to preserve its tran-



# Marymount School

72, bd de la Saussaye Neuilly-sur-Seine 92200. 46 24 10 51

Marymount has been serving the Paris community since 1923. Today, it offers an American curriculum to boys and girls, ages four to fourteen."

and the second of the second o

"For information, please contact the Headmistress."



Around-the-clock care is pro-

vided by reams of nurses and

technicians, who outnumber

the patients by nearly three to

one. The emergency services,

which are on constant call for

everything from road acci-

dents to toothaches, deal with

12,000 cases a year while the

outpatients department treats

Ile de la Jatte, Neuilly's offshore center.

# THE APPARENT PERSUADERS

N Neuilly the admen remain. Less brash than Madison Avenue, more spacious than Soho, the area currently houses at least 110 agencies. Despite takeovers, mergers and new firms being founded, the cast of characters remains fairly constant.

Havas was one of the first to arrive and, some claim, started the westward trend single-handed. In its latest incarnation as HDM, the giant group is now represented on three continents thanks to international tie-ins with Young and Rubicam in the United Stares and Dentsu in Asia.

Belier is another worldwide presence, with offices in Neuilly, Soho, Madison Avenue and Hong Kong. Its philosophy is to create national campaigns within an international framework. For, as Pierre Lecosse explains, With a few notable exceptions such as Coca Cola or Marlboro, cultural differences

same campaign in every coun-

"In France advertising is generally more emotional than in the United States. French people don't like to be advised or even informed," confirms Evelyn Soum, mar-

keting director of Audour, Sourn, Larue/SMS.

Both Belier and HDM are linked to Eurocom, which last year reached a turnover of 15 billion francs. Of this figure, 10 percent was in the U.S., 40 percent in Europe and the remainder in France. The presi-

HERE was an air of

festivity on the Mary-

mount campus despite a

steady and relentless

downpour. In the hallway,

cartons were brimming over

with canned and packaged

food which, explained Sister

Maureen Vellon, the headmis-

tress, were destined for the

poor. Downstairs in the kitch-

en, some of the children's

mothers were preparing a spe-

cial Thanksgiving meal com-

plete with turkey, cranberry

sauce and pumpkin pie. The

excitement of the students

All in all, the atmosphere

was most extraordinary. A

Thanksgiving dinner served in

a school right in the heart of

Neuilly is unusual in itself.

Even more surprising is to

find parents, usually regarded

as an interference by most

schools in France, involved in

school activities. "We consid-

er our parents as the central

educators in their children's

lives and they provide us with

invaluable help," explains the

Founded by the Religious

of the Sacred Heart of Mary in

headmistress.

was almost tangible.



Neuilly's pioneer ad agency.

dent of the company, Bernard Brochand, oversees this empire from his office above the avenue Charles de Gaulle.

Barely a mile away, Dupuy Saatchi & Saatchi Compton is based, like D.P. Industries, its industrial affiliate, on the He de la Jatte. Back in 1973, when its current headquarters were built, the move was considered something of a novelty. Now, according to Didier Colmet Daage, "I believe that the Ile de la Jatte has the potential to become the Ile St. Louis of the 21st century."

1923, Marymount is a private

Catholic school that provides

an English language program

based on an American curricu-

lum from pre-kindergarten to

grade eight. One period of

French is given each day by

native reachers and for the

minority of French students

there's a course in English as a

Of the 265 children attend-

ing the school, 50 percent are

American, and the others rep-

resent 36 nationalines. Most

of the children are in France

temporarily with stays usually

"Many children experience

real difficulões when their

family is transferred," says Sis-

ter Maureen, adding that the

most trying age is around

sixth grade. The international

staff is able to give them quite

a hit of individual attention

since classes are small: no

more than 20 and sometimes

as few as ten per class. The

school also has a resource cen-

ter with specialists in learning,

speech, language and psycho-

After school, the children

motor problems.

lasting about three years.

foreign language.

For, along with internafrom its home on the island. cional agencies like DMB&B, For small and medium-Neuilly naturally attracted sized companies the trend is other communications specialtoward specialization. A reists. They now number some cent arrival, Jonction, applies 400 in all, including film comits expertise to recruitment adpanies such as UGC and pubvertising in national and busilishers such as Hacherte. ness media. While Mao con-Neuilly Communications celcentrates on its long-standing ebrates their presence with its relationships with a few select annual Festival de la Pub, curclients, Prominter is andcipatrently being held at the Théing pan-European husiness in âtre de Neuilly. As more companies drifted away from the

**UNDERSTANDING EDUCATION** 

- Christopher James

have a choice of a wide range

of extracurricular activides in-

cluding baskerball, tennis,

swimming, karate, dance, mu-

sic, drama, art and computer

science. On Saturday morn-

ings the parents run a sports

program for the children, act-

ing as organizers and coaches

for the "closest thing to the

little league this side of the

Atlantic," according to Sister

Marymount offers a two-

track religious program for its

Catholic children (more than

50 percent of the students)

and for those representing 17

other religions. During the

three periods of religious edu-

cation each week, the non-

Catholics study world reli-

gions. "Here again the parents

are a big help," explains Sister

Maurcen, "We often ask them

to come in and share the

meaning of their religions

One of the major goals of

the school is to encourage an

understanding of the differ-

ences in cultures and faiths

throughout the world.

"Above all, we believe in the

education of values such as

with the children."

city center and across the river

into La Défense, the agencies

continued to follow. But they

preferred the peace of Neuilly

to the bustle of the new com-

mercial sector. Along with its

relatively low overheads, it of-

fered the added advantages of

an upmarket area, five min-

see us here," says Jean-Louis

Courtois, of Perna 2B. The

agency, which concentrates on

high-tech and aerospace ac-

counts, deals with over 500

international publications

"Our clients are happy to

utes from l'Etoile.

# HIGH-TECH HOSPITAL

T first sight, with its elegant facade and bright, striped awning, the American Hospital of Paris could easily be mistaken for a hotel. The illusion is almost complete as visitors enter the hushed reception area, for the familiar clinical smell is nowhere in evidence.

Behind the scenes, the hos-



Eighty years of American style medical treatment.

honesty and personal responsi-

Each morning during the

week of Thanksgiving, the

headmistress spoke to the

children over the PA system.

She asked them to reflect on

their families, their schools

and the country they are now

living in, to think of someone

to whom they were particular-

ly grateful and to thank that

Cheery and rosy-cheeked,

Sister Maureen stands out as a

welcome contrast to the usual

oght-lipped and stem school

principal. As a child, she spent

12 years in one of the Amen-

can Marymount schools. At-

tracted by the Sisters' devotion

to each other and to the chil-

dren, she in turn decided to

join the community and de-

vote herself to the education

of others. She has been at the

Marymount school of France

for two years and declared in

the November school newsler-

ter that of all the children she

has seen over the years, "the

group that arrives here each

day is, without a doubt, the

— Joyce Wakmann

happiest I've ever seen."

person.

bility," says Sister Maureen.

the 187-bed hospital, all is calm. Madame Stephan, the head of admissions, regularly finds the time to talk to new arrivals, soothe the anxious and arrange a suitable room for their stay.

As N.V. Dial, president of the board of governors, explains: "We combine all the advantages of a large instituoon with those of a small, personalized hospital."

In areas such as radiology, ultrasonography and nuclear medicine, these advantages include some of the most advanced medical equipment available - such as a body scanner and the recently incroduced lithogriptor - for diagnosis and treatment: For physiotherapy, the ground floor of the original wing has been entirely renovated and now houses a gymnasium, pool, whirlpool and massage parlor ro rival any health center.

At an international level, exchange visits and conferences encourage the physicians and surgeons to share the benefit of their experience. The American Hospital already enjoys a reputation as one of Europe's leading centers for the diagnosis and treatment of heart disease. Uoder the supervision of a world renowned consultant biologist, its FIVET (Fertilization in-vitro and embryo transfer)

center is also numbered among the most successful of its kind.

All this began in 1906. when members of the American community in Paris decided to introduce a hospital that could combine American style medical treatment and an English-speaking staff. Built on the site of one of Louis XV's summer homes, it first opened its doors in 1910. In the 1920s it expanded from 10 private rooms to a 120-bed hospital. By the mid-'60s an extension was needed to make room for a Department of Nuclear Medicine. In 1978 another wing was added. The latest: project is a new, 6-story exitasion which will house an amphitheater and library as well as three floors of parking for

Though its name is often linked with the rich and famous, it is not an exclusive sanitorium. According to Mr. Dial: "We have this image, but 95 percent of our current clients are not in that category at all. They are just looking for the best quality health

As Treasurer Bob Meahl notes, the American Hospital is a non-profit-making organization. "Everything goes back" into plant and equipment. The hospital receives to subsidies here or in the United

Much of its success is due to the tireless efforts of the board of governors. Mr. Dial, who is head of worldwide sales and marketing for Peugeor, has been president since 1978. He says: "I have tried to bring people with business skills to the hospital. We have tried to apply our day-to-day skills in financial and management planning in a new environment and, to our satisfaction, found them to be applicable."

Since the 1980s, the annual level of investment has risen from approximately 5 million francs to its current level of nearly 20 million francs. Today about 60 percent of the bospital's patients are French, 20 percent are American and the remainder come from 100: other nations. But still it retains its identity, and remains the only private hospital in Europe to be recognized by the U.S. Joint Commission on Accreditation of Hospitals.

Mr. Dial's pride in this achievement is genuine. He enthusiastically explains how the extra space will be used "to make another floor for international medical exchange and conference library. for doctors' offices, outpatient services and administration all of which will, in turn, free more space for other services." But, clearest of all, is his explanation of the reasons behind all this voluntary effort: "I really do like beloing people. I like saving lives."...

— Christopher James

# RESTAURART

**Traditional cooking Specialties** 

- Crock of snails with fennel Poached eggs florentine on toast
- Sliced Paprika beef kernel

LA BOUTARDE

Closed Saturday noon and Sunday 4, rue Boutard - 92200 NEUILLY Reservations: 47.45.34.55 47.45.57.84

Restaurant

LE MANOIR Gastronomic cooking, Chef: Alain Albat

L'EN CAS DU MANOIR Rapid restaurant Wine bar

**Closed Sunday** 4, rue de l'Eglise, 92200 NEUILLY S/SEINE 46,24,04.61

Oysters - Seafood - Shellfish - Crustaceans fram the fish tank - Bouillobaise Ferinel grilled perdi Grand Marnier millefeuille pastry PRIVATE ROOMS

**RESERVATIONS** 46.24.07.56

4, av. de Madrid 92200 NEUILLY TAKE AWAY 46.37.16.52

Tél.: 46 37 17 56

 Auvergnat and Southwest specialties
 Choice steaks from our grill • Our saverkraut • Our seafood



Lunch - Dinner



Closed Sunday 12 bd de Levallois (île de la Jatte) Neuilly 46.24.25.04.



Boulevard de Levaliois (prolongé) île de la Jatte (92300 Levaliois) Closed Sunday and Monday evenings

lle de la Jatte

Restaurant CHEZ YAU

Chinese and Vietnamese specialities

217 Boulevard Bineau

92200 NEUILLY/ Seine

Tel.: 46 24 02 38 Open daily

CAFE

Warm

weather

terrace

Lunch - Dinne

Restaurant

LA JATTE

Private

parking

60 bd Vital Bouhot (Ile de la Jatte) 92200 NEUILLY closed Saturday noon

RESTAURANT SANGRIA

LOBSTER Brochettes Valencian Paëlla Quoil in Escabech

209 ter, av. Charles-de-Gaulle - 92200 NEUILLY S/SEINE Tel.: 46.24.07.87 Closed Saturday next and Sunday

**RESTAURANT LA RASCASSE** Louis FRANZA

> Oysters and shell-fish - Daily fish special Live crustaceans

10 Av. de Madrid, 92200 Neuilly. Tel.: 46 24 05 30. Closed: Saturday and Sunday.

江 蓝 酒

In the lie de la Jatte

La Ferme de la Jatte

Traditional cooking **Business** meats Terrace - garden

Reservations: 46 24 69 18 Closed Saturday and Sunday 195 bd BINEAU 92200 Neuilly/Seine

The Italian of Neuilly LIVIO

Restaurant

Yau will appreciate real Italian cooking (it is wise to reserve)

Tel.: 46.24.81.32 ó, rue Langchamp, 92200 NEUILLY - Daily CARPE DI CHEF DE CUISINE : SERGE COQUOIN

10, RUE DE L'ÉGLISE

92200 NEUILLY-SUR-SEINE TÉL. : (1) 46.24.95.01

MÉTRO PONT-DE-NEUILLY

BETWEEN NEUILLY AND L'ETOILE **PRESBOURG** 

At the foot of the Arc de Triomphe the sea delivers its most appea



Menu 92 francs per person Private room for business meak

Confinuous service until

Live Labeters

**EURO** 

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COMPUTER SEARCHES

FOR SELECT AUDIENCE

# **IDEMEDIA'S** CAMPAIGN PLAN

STONES throw 2w2y from the bustling Pont de Neuilly metro and close enough to hear the boars on the Scine, the offices of Idemedia are located on a peaceful suburban street lined with trees. But the calm outside belies the activity within. Identedia is one of the homest names in the French media world today. From its birth in 1980, the company has increased its turnover ten times and this year it will cop two billion

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For a space-buying group, the last year has been one of enormous transition. Any company involved with the media has been affected by the increase in the number of TV channels from three to six, and the accompanying explosion of ad space. But Idemedia is used to rapid change.

In the space of seven years, the company has spun off eight smillite groups in Paris and established a network of five affiliates abroad. At the head of this dynamic group is its founder, Daniel Adam, former CEO of McCann Erickson in Paris, and a man with a deep knowledge and understanding of the French advertising world.

one that the general public knows much about. In the trade it is often called block space-buying, although this carch-all phrase does not cover the extent of Idemedia's activ-

#### **Block Buyers**

The traditional block space buyer has a clientele of companics, all with substantial advertising budgests. His job is to buy space in the media, ie. television, radio, press and billboards and to negotiate the lowest rates possible on behalf of the client. Because he buys more he gets it for less.

In the old days in France, the client paid 15 percent to the ad agency media department for this service. Today he often pays as little as 3 percent to a block space buyer.

Currently, 66 percent of all French media buying is done outside the ad agency's traditional surrentes. Idemedia, however, is a block buyer with 2 difference

Nicolas Lebeuf, newly appointed president of the Idemedia "directoire" and Daniel Grojean, director general, are the first to admit that their company had the advantage of being a latecomer,

"We arrived on the scene when block-buying was altc2dy well established in France," says Mr. Lebeuf. He salures the group, GGMD, led by Gilbert Gross who introduced the new concept in the

By 1980, Gilbert Gross was the unconcested volume leader. No one could beat the price discounts be offered. But Daniel Adam, assessing the situation, came to the conclusion that there was room for a new approach.

#### Media Planning

Major changes were taking place in the way media research was being done, thanks to new technology. Mr. Adam became convinced that the time was right to introduce a rival media buying service which would also incorporate the latest methods of media planning research.

Mr. Lebeuf explains: "Our argument was: what's the use of buying a page of advertising or a radio spot, no matter how cheap, unless you know what it's really worth?"

In other words, Idemedia incroduced the notion of quality added to quancity. The company made its mark by offering competitive prices



Idemedia founder and head Daniel Adam.

linked to sophisticated media planning and analysis.

"It took three years to construct the first generation of software models," Daniel Grojean says. He fondly remembers the day not so long ago when media planning was a matter of pencils and paper. It also took time to educate new clients. First, Idemedia broke with tradicion by analysing the efficiency of media plans at the real price paid. Their sales staff demonstrated that the optimum media plan was not the same when calculations were based on the discount price, Radio, for example, offers discounts up to 40 percent off the stated rate while television gives nothing. Meanwhile, competitors continued to work from rare

#### **Targeted Campaigns**

Idemedia also redefined the way campaigns were targeted. The old-fashioned identification might talk of housewives from 25 to 49, in top categooes A and B, living in Paris and major rowns with a population of 50,000. Idemedia showed bow this could be refined. Thus for Baby Food, the potential buyer-or-target is the young mother with children between three months to one year. For Car Food, the ideal target is not the ordinary housewife but car owners.

Media plans from Idemedia concentrated on target identification. This was allied to the most recent analysis in lifestyle research. In 1984, they

LIP on the television

alias Joan Collins, displaying

her well-preserved charms on

Dynastie Zap through the

channels to see JR Ewing, ever

so implausible in dubbed

French, betraying the long

suffering Sue Ellen for the

Dynastic and Dallas are un-

likely crowd pleasers in the

land of Charles de Gaulle, Bur

who would believe the most

popular program of them all

this year - the golden oldie

gameshow, the Wheel of For-

The show has proved to be

goldmine for its sponsor,

Unilever, the Durch multing-

oonal. In return for bankroll-

ing the production, Unilever

gets free ads on the program

wherever it is aired. In France

today, the show guarantees

Unilever a prime time slot for

New in Europe

what is known as batter TV -

already flourishing in the U.S.

but only just getting off the

into the new slot is Idemedia.

They recently set up a spin-off

company called Mediapro-

gram, designed to offer a wide

range of barrer-inspired op-

Currently, the field is wide

open. French relevision has

expanded from three channels

to six in the space of two

years. The number of blocks

portunities to clients.

One of the first to move

ground in Europe.

This is a perfect example of

a bargain basement price.

umpreenth time on Dallas.

in France today and

you may get a glimpse of Alexis Carrington,

were ready to establish a fullfledged media research center, baprized Credome (Centre de Reflexion, d'Enides et de Documentation sur les Media). The Credome, headed by Alain Parodi, recruited a ream of 30 people whose job was to perfect and update data banks for the entire group and to develop models for specific and original research.

#### Research Investment

With this major investment in research, Idemedia managed to attract an increasing number of clients from the ranks of the medium-sized companies. They also embarked on a policy of alliances with the non-aligned advertising agencies — those agencies who had not yet established block-buying facilioes.

The list of affiliates today is an impressive one: Universal Media with McCann Erickson; Erude Creative Media with Groupe Charel; MIA with Agency DJW; Objectif Media with Gilbert Donat; Mediaplan with Agency Rythrac Alpha; Starmed with the Groupe Expand; O'Media with Agency Hautefeuille; and Mediapower International with Agency CFRP. Each agency has the benefit of the Idemedia research and knowhow but retains a majority control of the affiliate.

Now that the newly created software for television tesearch is in place, the Idemedia group looks forward to the future with a certain tranquil-

#### WEDEN still bans a grand total of six software plans to help out the confused TV advertising totally; the Germans ban it on advertiser. The following dialogue, de-

vised to explain the situation to the hapless company ad director, goes a long way to illustrating the dilemma. Q: We advertisers are concerned to get the best out of the TV time we buy. But it

dream.

Sundays; the British

BBC has never allowed it but

might change its mind soon.

Grudgingly, television in Eu-

rope is opening up to advertis-

ing, and of all the EEC coun-

mes, the French are now the

most advanced along this

customed to almost total liber-

commercials at home, are driv-

unnecessary and costly.

countries. Certain sectors like

rerailing or even margarine are

arbitrarily banned to protect

One of the most mind-bog-

gling demands is that media

plans for TV must be drawn

up in September and booked

for the entire year to come,

regardless of developments in

**Advance Booking** 

new TV channels has broken

down old rules without mak-

ing the new rules clear. TF1,

the recently privarized chan-

nel, still requires advertisers to

reserve space ahead but the

timespan is down from one

year to six months. The two

government channels work on

the old year format but they

now ask advertisers to reserve

Currently, there are no less

than four accepted audience

rating groups in France. But

none has yet emerged as the

recognized standard. This

makes audience ratings a great

Software Plans

restrictions, old and new, Ide-

media has gone back to its

computers and come up with

BARTER: WATCH THIS SPACE

To counter the minefield of

all space by Minitel.

In France the explosion of

local interests.

American companies, ac-

highly regulated route.

A: Not at all. You give us the target and we give you the ty in buying space for TV best combination media plan among the thousands possien mad by European TV reble, thanks to our software strictions. They complain that model, MYRIAM. the space available is never Q: I want to believe you but

seems like an impossible

enough. Worse, the regulain fact we never seem to be oons, priorities and exceptionable to buy the optimum. All al demands which change these priority rules and incomfrom country to country seem paobilities (not being able to appear with similar products For example, the word in the same group of spots). "happiness" cannot be used in What's the use of a great the-2 French TV spot Children ory that can't be applied? cannot appear alone in many

A: Our model, MYRIAM, not only gives you the best plan but then it gives you, in order of merit, a list of alternarives for the time spors refused.

#### Standardized Polls

Q: But what's the basis of this plan? We don't yet have an accepted standard of audience measurement. Each poll contradicts the other. A: It's true that each audience

study has its advantages and disadvantages. We screen them all, take out the bugs and keep the best from each one. This provides us with our own unique dans bank which we call DATA MIX TV.

Q: You mendoned that you were able to construct an optimum plan taking into account the rules and regulations. Have you found a method to reduce the number of timespots refused? A: Yes. Our software pro-

gram, SIMUL TV, analyzes all the 140 products we currently handle for TV. It simulates the exact priority rank and incompatibilities which are used by the TV channels in their calculations. With 140 products we are able to make exchanges from among our own clients' spots and bring down the refusal rate.

Q: Heavens! 140 products!

campaigns at the same time? A: Thanks to our software. ECRAN TV, all the campaigns are entered on the computer, even to the last detail. including updates of changes. Suppose there is a strike on TF1 Wednesday next. Within 10 seconds, the computer sorts our all the advertisers with a TV spot on that date. We can

How can you follow all those

#### **Audience Movements**

instantly make the necessary

Q: What womes me the most in TV is the unpredictability of audience movements. When you have to make a plan for October six months ahead of time, obviously you can't do the best

A: This is why we have LEV-EL TV, software which follows changes in viewer's preferences. Beginning this year, we have tracked 1300 to 1400 spots on the six channels. By running this information through our software INFO-PERF TV, we can assess the performance of a campaign at any given moment.

Q: Yes, but you're talking about the past, I'm interested in the future.

A: Exactly. But we have also developed, with Publi Media Service, a new tool for predicting audiences in two ways: TELESPOTS 20d TELE-METRE. We can change a campaign plan anytime up to eight days before, if audiences' predictions are not satisfac-

#### Rating Points

Q: I see you're well prepared. I guess I can just follow along with my eyes shut.

A: No. Keep your eyes wide open. We give you the means to check up on our work thanks to MESUREX TV. This is a program for the advertiser to verify whether we have succeeded in improving his gross rating points with cach campaign. You know whether we have brought down the costs and insured a greater productivity. Isn't this what you are looking for when it comes to TV ad-

# MAJOR EUROPEAN NETWORK

HE guru of globalism. Theodore Levitt of the Harvard Business School, hir the headlines in the early '80s with predictions that all business would soon go global. National barriers would come tumbling down as satellites went spiraling up.

Like all gurus, Dr. Levitt was ahead of his time. Globa business continues to run into practical problems like language barriers and conflicting customs and traditions. But the underlying trend is there, reinforced by the commitment of the EEC countries to create a single European market by

#### Integrated Market

"We know the day is coming when media buyers will treat Europe as one market," says Nicolas Lebeuf, Président du Directoire of Idemedia. This is why the group is already positioned across Europe. So far, they have established majority-owned affiliares in six countries -France, Germany, Spain, England, Sweden and Switzerland. The genius of this pan-European organization is that Idemedia's parmer in each country also occupies a leading position in the national market. It is a true association of Europe's top professionals in the business. The first Idemedia clients to take advantage of the new network were the U.S. multinational, Johnson Wax, and Bongrain, the French cheese group.

The fact that a French company is the driving force behind this European union is nor a coincidence. A look at history shows that media buying in blocks actually originared in France back in the '60s. The biggest French advertiser, l'Oreal, showed the way by combining its huge advertising budgets in-house. This stripped its advertising agencies of all but the creative role. Savings on the usual 15 percent commissions were enor-

#### **Buying Power**

Because all ad space is traditionally negotiable in France - with the norable exception of television - l'Oreal could buy radio spots and press space at a better rate than its confreres. Soon the giant Havas ad agency group followed suit and pooled its space buying power to give clients the



Nicolas Lebenf. Président du Directoire.

benefit of 20 percent in discounts. Arch-rival Publicis followed.

The climate was right for a new breed of media independent, one non-affiliated with an ad agency. The pioneer was Gilbert Gross, who bought up huge chunks of space and sold them at prices so low that he soon cornered a major share of the market.

In the mid 70s, the ad agencies fought back to form their own centralized buying groups. Some elected to place their business through the media independents.

By 1980, only nine of France's cop 100 advertisers were buying their media through a full service ad agen-

#### Discount Prices

Just when the revolucion seemed over, Idemedia arrived on the scene with a new and distinctive concept. Based on advanced software, they could offer quality research and optimum media plans at competitive discount prices. It was the right formula for the right moment. Today, the war with the agencies is over. Idemedia has set up eight local affiliates in France, each one with a different ad agency as partner. The agency retains majority control and contributes its budgets while Idemedia supplies the media expertise.

Idemedia's European expansion was patterned along a similar model. The French group brings in its international clients and keeps 2 51 percent majority interest in each jointly owned affiliate while the national partner

handles the actual buying. To date, Sweden is the only other country outside France where independents have won over 60 percent of the market.

The explosion came in 1980 when Swedish advertisers and media worked out an agreement to cut space buying commissions from 15 percent to 3 percent. Overnight, agency media departments were wiped out. At 3 percent only huge specialized media companies can survive. Idemedia's partner in Swe-

n is Markering Gruppen. one of the largest and fastest growing groups in the coun-

#### Bargaining

Media bargaining in both Italy and Spain is very similar to France. Spain, in particular, has proved a fertile field for affiliates of French companies. Idemodia, however, chose as its partner the pioneer of the independent movement in Spain, Media Planning, number one in the marketplace and owned by a powerful syndicare of banks and invest-

ment companies. In England and Germany, media rates are tradicionally non-negotiable. But with cutthroat compension between the press groups, times are changing. Media independents who used to work mainly by securing prime posicions for clients are now beginning to negotiate price advantages

as well In England, Chris Ingram & Associates (CIA), the Idemedia partner, is one of the best-known names in the country.

#### Pan-European Service

The German partner, Hiemstra Media Services (HMS), was responsible for introducing independent media buying to Germany. Its biggest client is none other than the Bundespost, the naconal post office. HMS has joined with Idemedia to start up a media buying group in Switzerland, where the business is still relatively small. In the next 10 years, Idemedia expects to see more and more advertisers buying Europe as one market. Satellite television will be out of its infancy. International media will take on added importance. At the same time, research and computerization in media buying will become increasingly expensive. Pooling the combined research facilioes of the Idemedia partners will make ir possible to provide the best pan-European service at the

best possible price.

of ads has exploded from 250

to 1,300 per week Ads have muloplied to fill the void but there are simply not enough programs to go round. Hence the proliferaoon of American programs, some of them over 30 years old, like The Intouchables and Peter Gunn. New series and productions are in preparation but they are not yet completed. Other shows, hastily parched together, are not producing the hoped-for audience. But the biggest problem is money.

The cost of TV production is such that new ways of financing must be found. Barter is the natural extension of sponsoring, and comes in a number of variations. The advertiser can physically produce a program and incorporate his own ads. He then sells or gives away the "package" to the TV station, depending on how the two parties negotiate the deal.

#### Prizes for Time

On the other hand, the advertises might ask to exchange his programs against ad time on another show. He may even sell these spots on to 2 third party. Another trend is to go back to basics. The 2dvertiser pays for his ads with his own merchandise. The atmacrive prizes given away on game shows often originate as gifts from advertisers in ex-

change for time. Laurent George, Mediaprogram director, explains that his group is currently following the work of nearly 100 TV producers, with a view to put-



"And now for a word from our sponsors..."

ting the right client in lizison with the right project. "It is imperative that companies make an intelligent choice among all these productions,"

Mediaprogram helps the client make a decision by asking four basic questions: How many people will an advertiser reach through television and which is the best way to estimate? Who exactly will be reached, by zone and by caregory of client, knowing that the rargets vary? What fallout can the advertiser expect in other media? How will the operation affect the company's image? To answer these quesrions, Mediaprogram will work in lizison with Credome, the research arm of Idemedia.

Laurent George estimates that sponsoring and barrer will represent between 5 and 10 percent of the French advertising market io 1988. Producers need help to defray cost," he says. "And the TV channels are interested for the same reason. With barter, they don't need to buy a production and then wait to see if ads can finance it."

#### Quality Fiction

Studies show that the price of a series in France is estimated at 2 million francs per episode. Unless the show sells abroad, the investment cannot be recuperated in the French market alone. Barter is one solution but by no means the

"Eventually we hope to produce our own quality ficoon," says Mr. George, "but programs like this will never be financed entirely by barter. This is why we are looking for partners to co-finance. We feel that ambitious, prestige projects will appeal to banks and insurance companies, companies who need to project an image of quality and solidity."

Currently, the CNCL, the official control board in France, is working on new rules to regulate "batter" in France. But the battle at the European level appears already to have been lost. For with the progress of sarellite relevision, ir has become harder and harder to impose rules.

# A GASTRONOMIC GUIDE

HE Defresne family bought Jarrasse (4 ave. de Madrid, tel.: 46.37.16.52) from its founder and eponym in 1980 and has continued to improve on its reputation as one of the area's best seafood restaurants. The most frequently ordered dishes at Jarrasse are recommended by owner Louis the bouillabaisse à la Marseillaise, the loup grille au senouil and the mille-jeuilles au grand For traditional French fare marnier for dessert, which is made by the house baker and must be reserved because of its

popularity. If there isn't a free table at Jarrasse, walk one block over to La Rascasse (10, avc. de Madrid, tel.: 46.24.05.30). Founded in 1976, La Rascasse (means scorpion fish) is half the size of its competitor and its menu has half the choices. However, La Rascasse offers as many as a dozen plats du jour - Jarrasse has one depending on what the daily carch has brought to market. The lotte au thym and the coquilles St. Jacques are among the testaurant's most soughtafter main dishes. With your fish, try the chilled saumur champigny, 2 popular red wine

served in a traditional French bistro, try La Boutarde (4 rue Boutard, tel.: 47.45.34.55), just half a block north on the rue Boutard, "People come to have a nice meal," Netto said, "but they're also attracted by the friendly ambiance that my team creates." Here you will find the boest grille, blanquette de veau, selle d'agnezu and the faux-filet Dijonnaise that are staples of French cooking.

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Tout au long de ces trois années d'études le corps professoral qui se caractérise par son aspect novateur sur le plan de la pédagogie et sa faculté d'adaptation aux besoins des entreprises apporte aux étudiants l'efficacité, l'expérience propres au milieu des affaires.

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Owner Françoise Netto recommends the tarama.

For regional French cui-

sine, cross the avenue Charles

de Gaulle to the northeast side of Neuilly. Le Chambord (17 rue Paul Chabrousse, rel.: 47.47.73.17) specializes in game from Quercy, the region along the western foothills of the Massif Central where chef. and owner Philippe Lempereur grew up. It is one of the few places in and around Paris where you can order a canard au sang. You'll also find pheasant and partridge and dove at Le Chambord. A fine list of hearty burgundies and bordeaux accompany the menu. Reservacions are essential, for Le Chambord has only 60 seats and a large, loyal cli-

The same is true at Carpe Diem (10 rue de l'Eglise, tel.:



gather here because "the food

is good, not too expensive.

and we have the prettiest wait-

46.24.95.01), a restaurant with only ten tables clustered in one simple salon. Chef and owner Serge Coquoin offers game in season and fish dishes. "The style of the restaurant is a bit English," he said, "but the food is traditional French

country cooking." Six doors down on the same street, chef/owner Alain Albert oversees the operations at Le Manoir (4 rue de l'Eglise, tel.: 46.24.04.61) from behind a bank of stoves. Le Manoir offers a menu at 200 francs with wine included. "We provide our patrons with traditional French cooking," Albert said, "but because we have a lot of business people come here, we also try to keep our meals light."

Light is the last word in Madame Siegrist's vocabulary, the patronne at La Ferme de la Jatte on the Ile de la Grande Jatte (197 bd Bineau, tel.: 46.24.69.18). "We tried some of that lighter stuff," she said, "but we took it off the menu because we didn't like it." At La Ferme de la Jatte vou will eat traditional dishes cooked with the care your grandmother would have taken had she been French. "We have a grill at lunch for 60 francs to accommodate the young secretaries who work around here but don't have the kind of money it takes to eat in a restaurant every day." The restaurant, which also has a 100franc menu, has been in the family since 1945.

At the eastern end of the island, you'll find Le Petit Poucet (1 bd de Levallois prolonge, tel.: 47.58.61.85). The young and sporty like to

cinema ser rakes over. "We have a reputation for attracting a very à la mode clientele, but we're purting a lot of emphasis on our menu because we also want to be known 25 2 good restaurant," said Luc Peyronnel, one of Cafe La Jame's owners. The bold print on the menu will tell you that the cafe's pastries are made by Le Nôtre and that for 800

de bouchot and the escalope de saumon aux petits légumes were the most frequently recommended dishes. On the nights when Guivarch is in the mood, he'll sing and tell jokes. The Guinguette's intimacy and the joviality that Guivarch and his crew inspire make this the kind of place that the regulars want to keep



Café La Jatte, a restaurant to see and be seen in.

montremi said. Le Petit Poucet has a 90-franc menu and a wine list with only one "big" bottle on it. The average check comes to 160-170 francs per person.

The Ferraris parked in front of the Café La Jatte (60 bd Vital Bouhot, tel.: 47.45.04.20 - just a hop, skip and a jump from the Petit Poucer) don't belong to its patrons, they and the 75-foot-long, stytofoam plesiosaur hanging over the tables in the Cafe's warehouse space form part of the decor. At lunch, its 250 seats are occupied by advertising execs from the area. For dinner, the

francs vou can order an Hermès table fireworks display.

La Guinguette de Neuilly (12 bd de Levallois, rel.: 46.24.25.04) is just a stone's throw from the front bumper of the Ferraris guarding the door at Caie La Jatte, but at the other end of the restaurant spectrum in terms of decor and ambiance. "People come here to take it easy and have a good time," said owner and manager Christian Guivarch. According to La Guinguette's patrons, people also go there to eat well. The orioche à la moelle et au beurre de porto, the tagliatelle aux moules

L'Ile de la Grande Jatte offers more than just French restaurants. Chez Yati (217 bd Binezu, tel.: 46.24.02.38) produces Cantonese (as opposed to Szechuan, which is spicier) and Viennamese dishes, such as crevettes joyeux, cuisses de grenouilles à la cantonnaise and crabe farci. In addioon to seafood, the menu includes all the meat and chicken dishes that have become favorites to occidental palates. While waiting, Yau suggests tasting the Kuci Hua Chen Chien, an aperitif made of sorghum alcohol and flavored with bay leaves.

If you're in the mood for Italian food, Livio, at 6 me de Longchamp (tel.: 46.24.81.32) about 100 yards southwest of the avenue Charles de Ganille. has a menu that gives a fairly complete representation of Italian gastronomy. Anything that the restaurant doesn't provide can probably be made at home with ingredients bought at Livio's Italian food market next door. Transparent plastic ceiling panels in the back dining rooms give Livio's clients the impression of dining out of doors even in the winter. The 125-franc menu includes a drink. Livio is open every day of the week, so no craving for Italian cuisine need go unabated.

La Chevanchée (209 ter, ave Charles de Gauile, tei.: 46.24.07.87) is a French rescaurant with a Spanish soul. If you order the typically French items on the menu, you will have a good meal, but you will have missed out on the kind of food that has built a devoted following for La Chevauchée The paella valencieme and the zarzuela (2 Spanish bosiilabaine) are particular favorites of the owner, who comes from Aragon, the region around Barcelona. Their wine list includes many good bottles from the Rioja, such as the Marques de Riscal and the Marques de Murriera. La Che vanchée also has a 125-franc # menu, but the wine is not

Right in the middle of Neuilly, just to the left of the International Herald Tribune building, is Le Village (175 ave, Charles de Gaulle, tel.: 46.37.17.56). More than a favorice spot to unwind after a . deadline, Le Village serves a variety of French dishes principally from the Auvergne in central France. Le Village, open every day of the year, features confit de canard, pave de rumsteack au roquefort, salade du Perigord (duck gizzards on a bed of salade frises) and a special wine called Marcillac. from the patron's hometown of Aveyron.

- Aubéry de France



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EUILLY has charted a new planet. Alain Papiernik and his crew from the Aviatic Club in the Marais are at the controls of Planet (6 rue du Commandant Pilot tel.: 46.40.08.88), the latest celestial body in the capital's culinary constellation.

Architects Patrice Dangel and Fabrice Angelo Santo, surely a match made in beaven, have transformed a '20s auction house and dance hall into a '50s American diner, or dinner hall as it's being called by the management. Aquamatine, pink and bleached green are the basic colors of this 600square-foot, split-level idealization of the eatery that became part of the teenage vocabulary in America 30 years ago. Swooping curves and jutting angles recall the fins of classic Cadillac models. Nothing here was left to chance. The furnishings were chosen in Canada by a ser designer for French film direc-

tor Claude Lelouch, "People also want 2 show, 2 spectacle when they go out to eat," Papiernik said. "We're going to give them a good meal, but also the kind of decor that they'll remember three days after they've walked out the door."

Planet offers typical American food like T-bone steaks, bagels and cheesecake baked by the Marriott Hotel chain's pastry chef. You can also find more exoric regional dishes on the menu, such as grilled salmon in honey and cajun steak tartar. The bar mixes, from an inexhaustible list of

assortment of fresh fruit cocktails with or without booze. Brunch, however, is not the usual pancakes and bacon a l'americaine because, according to Papiernik, "every place in Paris does that." Planet promises an English Sunday brunch with scones and eggs benedict.

Should you wish to work up an appetite, drop downstairs to the driving range and grab a club. The miniature range came with the space when the people from Planer bought it. They decided to keep it and make it a part of the restaurant, a wise choice considering the increasing popularity of golf in France.

The drive-in diner opens at 10 in the morning and closes at 2 the following day. Your

meal won't be rushed out to you by a waitress on roller. skates, but you can drop your keys off with a Planer valer and have him solve the park-

ing problem for you. Planet seats 100 in the main dining room and the balcony, but if you can't find a table. immediately, pull up to the 14-meter-long bar while you wait, there's sure to be room: A mosaic of blue glass fragments imported from Italy decorates the bar, and the spanding area in front of it is a raised platform in a wave pattern. You no longer need to roll your eyes toward the sky the next time someone sugarms earing ut one of the same old places. Reser your gastronomic coordinates on Planer

and take off for Neuilly. - Aubéry de France

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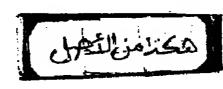
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#### **ECONOMIC SCENE**

# Facing Up to the Reality Of the Record Trade Gap

By LEONARD SILK New York Times Service

EW YORK — The White House tried to put the best face possible on the newly released trade data for October, suggesting that one should not pay too much attention to numbers that probably would be revised later. This sounded like the small boy's plea to Shoeless Joe Jackson, implicated in the Black Sox baseball bribery scandal: "Say it ain't so, Joe."

But, alas, it was so, and it is so, give or take a few dollars. October's \$17.6 billion deficit appears to be the biggest monthly trade deficit on record. Imports were the highest ever — \$39.4 billion, up nearly \$6 billion from September. Exports were \$21.8

We are going to

have to become

poorer,' says Wall

billion, up less than \$1 billion.
For the first 10 months of 1987 the trade gap ran at an annual rate of \$175 billion, well above last year's \$152 billion.

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> The news knocked the dolar down to postwar lows Thursday of 1.6325 against Street's 'Dr. Doom' the Deutsche mark and 129.05

against the Japanese yen. In February 1985 the dollar was worth 3.47 DM and 263 yen, so its value against these currencies has

been cut in half.

"Much of our economic headache stems from the monstrous flechine of the dollar," said Albert M. Wojnilower, the chief economist of First Boston Corp., before the figures were issued. He said it was not surprising that in the last three years, while the dollar was falling, the trade deficit had widened by about 40 percent. The trade deficit now equals about 4 percent of the gross national product.

Disappointing trade statistics for August helped trigger the stock decline in mid-October, leading to the Dow's 508-point plunge on Oct. 19. Yesterday the stock market, after a brief drop, recovered but then fell again, closing with a loss of 47.08 points. Economists rationalized its relative resistance to the trade news by saying the market couldn't "get killed again." But the bond market and the dollar were jolted downward by the worsened

R. WOJNILOWER contends that the trade deficit and the burden it puts on securities markets "can be alleviatmeans, as he sees it, that U.S. governmental use of labor and industry, personal consumption and business investment will have to stop growing, possibly for several years. Such a balt to growth, he warns, carries a "significant risk of recession — even

in a presidential election year. The United States has been consuming more than it produces, covering the difference with imports and financing the imports with foreign debt. At the rate the nation's external debt, is growing, it could reach \$1 trillion by 1990, equal to the foreign debts of all other countries. The U.S. foreign debt cannot pile up indefinitely without increasing dangers of inflation, climbing interest rates, economic slump and more troubles in the securities markets — and new phinges in the dollar.

"To force us to reduce our domestic demand, and thereby our trade deficit, we are going to have to become poorer," Mr. Wojnilower said. Stock and dollar declines, he added, "are simply

the ways in which this inexorable reality is asserting itself." The task of bringing down domestic consumption and the trade deficit will be achieved one way or another, like it or not. The falling dollar and securities markets are one way, so far, he says, their combined effect in curbing domestic demand has been relatively minor. After the trillion-dollar collapse of the stock market in October, John Reed, chairman of Citicorp, asked, "Where's the blood?" But Mr. Wojnilower now asks, "Who is to say how much deeper these declines may extend?"

Other paths to the "unavoidable impoverishment" of Ameri-

\$ECU . 1,364 0,883 2,965 7,984 1,5241 2,323 43,227 \$50R 1,3832 0,752 2,356 7,445 1,470,33 2,540 47,383

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1.8350 1.8342

See SCENE, Page 21

**Currency Rates** 

\$ \$ COM, F.F. 11,L Gldr, S.F. S.F. S.F. 1215 2,1234

Closings in London. Tokyo and Zurich, fixings in other centers. New York closing rates, a: Compressial trans; b: To buy one pound; c: To buy one dollar; \*: Units of 108: N.Q.: not exoted; N.A.: not available.

ources: Indotuse Bank (Brussels); Banco Commerciale Hallana (Milan); Banque Hallanale le Paris (Paris); Bank al Tokyo (Tokyo); IMF (SDR); BAH (dinar, riyol, dirham); Gasbank ruble). Other data from Reulers and AP.

**Interest Rates** 

# **Producer Prices** In U.S. Steady, Retail Sales Up

November Data Good News For Markets, Analysts Say

Compiled by Our Staff From Disputche WASHINGTON — The Producer Price Index, usually the harbinger of future U.S. consumer prices, was unchanged from October to November, while retail sales rose a modest 0.2 percent, the government reported

Friday.

The report by the Labor Department on wholesale prices, as measured by the price index, suggested that inflation would continue to be moderate. The index, adjusted for seasonal variations, had fallen 0.2 percent in

The encouraging report on prices was expected to be good news for the financial markets as they tried to recover from a battering Thursday after the record U.S. trade deficit for October was announced.

The Commerce Department's report on retail sales indicated that the Christmas selling season was off to a slow start, but economists said the report was the clearest indication yet that consumers had out cut their spending. drasocally immediately after October's stock market

The weakest sales were in the automotive and furniture sectors, the department said. If cars were excluded, total retail sales rose 0.4 percent in November, the government said.

The rise in retail sales and the unchanged producer price ligure "show we are in a oo-boom, no-bust economy," an analyst said.

Modest increases in food prices were offset by declines in energy goods prices, which fell for the third consecu-tive month, the Labor Department said. Wholesale prices last month were 2.5 percent above the level in

Wholesale consumer food prices rose 0.3 percent dur-ing the month, but that gain was offset by a 0.2 percent drop in all other consumer products, the government

Prices of finished durable consumer goods — those expected to last three or more years — fell for the second consecutive month, dropping 0.1 percent, Prices of non-durable consumer goods fell 0.2 percent. The government index has not climbed more than 0.3 percent on a month-to-mooth basis since April, when it

Advance estimates of retail sales were \$125.9 billion

compared with a revised \$125.6 billion in October, when sales fell 0.9 percent. The Commerce Department origi-See ECONOMY, Page 19

ed to be competinve with oil at \$12 abarrel. Now that Seabrook is finished, it could still save consumers money - if oil were to rise above an improbable \$130 a barrel. That calculation comes from a promi-

nent energy analyst oot connected with Public Service Co. of New Hampshire, Scabrook's biggest owner. A similar conclusion is implicit in the strategy of creditors planning to carve up the nearly bankrupt utility. They have put the plant very low on the list of the assets they want to inherit.

Not Unless Oil Goes to \$130

Will This Plant Make Sense

Market forces have slashed the facility's value.

Aerial view of the Seabrook nuclear power plant in New Hampshire.

By Matthew L Wald New York Times Service

BOSTON - When the Scabrook nuclear plant was conceived, it was intend-

Indeed, the New Hampshire project stands as a monument to how inefficient construction of nuclear power plants

can become. One of the few nuclear plants that would displace oil - as opposed to coal, the prime fuel for making electricity in the United States — Seabrook was supposed to cost \$1 billion, for a twin-reactor plant, and be competitive with oil at \$12 a barrel. Now Seabrook's price exceeds \$5 billion, for a single reactor.

As oil rose to \$34 a barrel, the early cost overruns seemed forgivable. But oow Seabrook's value has been severely diminished by the realization that mar-ket forces will not allow oil to stay in

that range, at least oot soon. The Seabrook plant, conceived in the early 1970s, was delayed for years by construction problems and political and environmental opposition. It is now complete but not yet licensed, mainly

See SEABROOK, Page 19

# Arco Buys Stake In Britoil in Bid To Head Off BP

By Warren Getler

had acquired 7.7 percent of Britoil 101 pence at Thursday's close. chase worth £135 million (\$247 sweeten its offer, following a state-million). Arco said it planned in increase that stake to 29.9 percent, worth £525 million, through further purchases at the same note. at 350 pence per share in a pur-chase worth £135 million (\$247

toil to later increase its stake to no since Elf has been a committed more than 49.9 percent through an investor in North Sea oil and gas

assets-for-equity swap. operations for decades and is a Earlier this week, British Petro-ropean Community company. leum, the world's third-largest oil company, bought 14.9 percent of sidered a takeover target," a Lon-Britoil. On Friday, following the don oil analyst said. Arco announcement, British Petrolearn said it planned to buy more shares in Britoil at prices above 350 pence in a drive to take its total

bolding to 29.9 percent.
In another development, Britoil said it had been informed by the British government's panel on takeovers that Arco "has been asked by the panel, and bas agreed" not to purchase Britoil agreed" not to purchase Britoil shares until "outstanding matters are resolved." A spokesman for the panel declined to elaborate, but said a clarifying statement would

Britoil, in which the government maintains a so-called golden share that enables it to veto any unwanted takeover bid, accounts for 7 percent of North Sea oil production, compared to 20 percent for British Petroleum. It produces about 60 million barrels of crude a year.

Britoil shares, soaring from Thursday's close of 294 pence, were onoted at 352 pence late Friday.

Man said Friday.

The settlement, which calls for payment in cash, would be included in a reorganization plan that could be filed in U.S. Bankruptcy Court oext week, according to the spokesman, Robert Harper.

The plan also would have to be approved by Texaco creditors before it could be submitted to the court.

quoted at 352 pence late Friday. percent shareholder," said David any deal."

Gray, an oil analyst with James Rumors in detail. The question now is what rose \$6.75 to \$79.75.

will BP do." of Britoil shares, leaving Arco with held against it by Pennzoil. a maximum 49.9 percent of the enlarged Britoil equity.

Peter Nichol, an oil analyst with Chase Manhattan Securities in London, said, "This play by Arco is interesting politically. That Britoil has turned to an American company to fight off BP runs against the original logic of the golden share, which was to prevent foreign domi-nation of North Sea assets." Mr. Nichol said the flurry of ac-

nvity in the shares of leading British oil and gas exploration compa-oies this week reflects a plan that included a settlement, strengthening perception in the industry that "it's cheaper buying oil in the ground through outright acquisitions than going out exploring for oil on your own."

Elf. Exercise leavest accounts the strengthening perception in the industry that "it's cheaper buying oil in order to let Texaco shareholders were vote on it.

In a clarification Monday, Judge Schwartzberg expanded his ruling, saving Texaco's charabolder com-

pence per share for Tricentrol after plan as well.

it launched a "dawn raid" early Friday in the stock market. LONDON — Atlantic Richfield
Co. moved Friday to take a substantial minority interest in Britoil the purchase Friday of a 1.3 percent stake and a further 5.5 percent stake and a further 5.5 percent bald by Trafalgar House PLC to help the smaller oil compa-ory protect itself from British Petro-leum Co.

Areo announced late Friday af-ter the close of trading here that it

Analysts said Elf would have to

The analysis noted, bowever, ther purchases at the same price.

The analysts noted, bowever, that the government would be hard-pressed to disallow Ell's bid hard-pressed to disallow Ell's bid. operations for decades and is a Eu-

"Tricentrol has long been con-

# Agreement

Compiled by Our Staff From Dispatches

NEW YORK - Pennzoil Co. and a committee representing Tex-Earlier, France's state-owned oil aco Inc. shareholders have agreed group Societé Nationale Elf Aquigroup societic Nationale III Additional tane said it had made a £134.7 aimed at resolving the legal fight million (\$240 million) cash offer between the two oil companies and for Tricentrol PLC, which has extensive North Sea oil and gas reman said Friday.

A representative of Texaco's The deal with Arco "is clearly a creditors committee said the group shut-out move aimed at excluding was "optimistic about a final ac-British Petroleum and leaving Bri-toil independent, but with a 49.9 At this moment we're not part of

Capel & Co. This is obviously a drove the stock of both companies very rapidly arranged agreement, up on Wall Street. Texaco closed one secured more in principle than up \$3.50 at \$235.50 and Pennzoil

Texaco filed for protection from The agreement, according to a its creditors under Chapter 11 of statement by Arco, involves Brithe federal bankruptcy code in toil's acquiring all or most of Ar- April to avoid having to post what co's oil and gas assets outside it considered a potentially ruinous North America in exchange for the issue of an undetermined number \$10.3 billioo damage judgmeot

> The judgment stemmed from a November 1985 ruling by a Houston jury that Texaco had improperly interfered in a merger between Pennzoil and Getty Oil Co. and had acquired Getty itself.

Earlier this month, U.S. Bank-ruptcy Court Judge Howard Schwartzberg gave Texaco 40 days to come up with its own reorganizanon plan. But he said that if Pennzoil and

Elf, France's largest company, saying Texaco's shareholder com-announced its cash offer of 145 mittee would have to agree on the pence per share for Tricentrol after plan as well. (AP, Reuers)

be spread across the eight-year pe-

Mr. Bangemann, a centrist Free Democrat at the forefront of ef-

forts to scale back state subsidies to

tated by declining deliveries."

Taking part in the talks were

representatives of two coal-produc-

ing states, North Rhine-Westphalia

and Saarland: the industry's union.

Bergbau und Energie; and the em-

ployers' association.

ploys about 160,000 people.

The coal industry currently em-

## Offshore rigs mothballed since Germans to Cut Coal Output

BONN - West Germany's troubility of using modified rigs to bled coal industry plans annual launch rockets.

bled coal industry plans annual production cuts of up to 18 percent with a loss of about 30,000 jobs by 1995 under an agreement reached Friday by government, industry

ics for the agency's module that will and union representatives.
be installed on the U.S. space sta
Economics Mioister decaying heavy industries, said the production rollback "was occessi-Economics Mioister Martin Bangemann, who led the govern-ment delegation in the latest round of talks oo restructuring the industry, said that coal output would be reduced by between 13 million and 15 million tons.

Many routine tasks could be done by remotely operated vehicles about 30,000 jobs. Those out of that are used to help install drilling work will be protected by social security," Mr. Bangemann said. He said the job reductions would

High Tacky

Thigh I cicky
Those calabogs Parch dolls that shappers were fighting for a few Christmases ago are back with robotic
faces and chips that communicate so
that two of them will talk and sing to
each other. The stack is trading at 12
cents per dollar of sales — down
from \$65 to \$4½ because investors
fear the crash will hart toy sales.
Write, phone or telex for complimentory reports on such bargains. tary reports on such bargains.

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PROPOSALS EXCEEDING

NOW SEEKING TO APPOINT REPRESENTATIVE BROKER TO PROCESS TRANSACTIONS.

# Computer Fault Blamed For U.K. Inflation Error

iled by Our Staff From Dispatches LONDON — A computer programming error has led to Britain's annual inflation rate being understated by up to 0.1 percent in monthly reports since February

ment said Friday. It reported that retail prices rose at an annual rate of 4.1 percent in November, compared with the 4.5 percent yearly rate reported in Oc-

1986, the Department of Employ-

But the discovery of the computer error prevented the scheduled release Friday of the price index, the department said. It said a revised breakdown would be released

sometime next week. Employment Secretary Norman Fowler hailed November's annual inflation rate as a "welcome drop" in inflationary pressure from Octo-ber. But he added that while the figure for November was correct, the rate for October was a slight underestimate.

1,0363 \*

ECU SDR

. DM, SF, Pound, FF): Llavds Bank (ECU); Reuters

Asian Dollar Deposits

Luxembourp, Paris and Landon official fix-ings: Hong Kong and Zurich openine and clasing prices; New York spot market class, All prices in U.S. Spot ounce.

Some government benefits are linked to the inflation rate and insavings because of the mistake at about £100 million (about \$183

That would mean that the 9.5

mists said.

The department said the programming error had been rectified, but that it had not been possible in the time available to calculate figures for the many detailed components of the price index. Mr. Fowler said that from Feb-

ruary 1986 until January 1987, there was a regular understatement of about 0.06 percent in each monthly change in prices relative to the base mooth, which was January The index was this year rebased

to January 1987. From February 1987, as the faulty program was applied to a wider range of items, the understatement relative to January 1987 was about 0.09 percent. The department said that 130,000 prices are collected each month and analyzed in a complex set of calculations. The index has been calculated by computer methods since February 1986.

Monitoring of the system re-vealed that the programming miscreased annually Unofficial esti-mates put the British government's detailed calculations for certain items, the department said. Officials said earlier figures

would not be revised, as they were rounded off to the ocarest onemillion in Britain drawing retirement pensions, the largest group affected, could expect a windfall mal. (Reuters, AFP)

# OPEC DISPUTE - Iran's oil minister, Gholam Reza Aghazadeh, at the cartel's Vienna meeting. OPEC put off a full session until Saturday to allow discussion of the dispute between Iran and other members on pricing and output.

# Oil, Aerospace Converge In Uses of Technology

ogy it developed to drill in the sea-bed to the aerospace industry. Robotic vehicles, self-propelled diving suits and drilling tools used some 2,000 feet (660 meters) under-

water can be converted for use by the U.S. space program, experts say. Modified offshore rigs may even be used to launch a new generation of rockets. The extra sales could help some oil field companies survive in an

said Dick Frisbie, president of the 30-year life, engineering subsidiary of Ocean-Many rou

Mr. Frisbie said that deep water and outer space were both "high-

likely to add more than \$500 miltion worth of new annual aerospace Richard Hu, recently said, "There business by 1995, according to

value On 7-12-1987 US \$173.01 65% Liquidities 35% Listed on the Amsterdam

replacing valves.

Stock Exchange

**EXTECUTE** Weekly net asset Tokyo Pacific Holdings N.V.

world oil prices collapsed last year

may find a new use by the U.S. Air

Force, which is exploring the possi-

Meanwhile, Oceaneeriog, is competing for a European Space Agency cootract to provide robot-

And it is also in the running for a U.S. cootract to study maintenance and repair of the planned multi-

billion dollar space station over its

equipment oo the ocean floor, Mr.

Frisbie said. The vehicles perform

tasks such as tightening bolts and

Piesson, Helding & Pierson NV. Hetergracht 214, 1016 BS. Americalam.

5% 6 13/16 7.99 5.86 6.48 7.21 7.21 Discount rate
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3-month CD's 5.85 1.37 7.37 U.S. Money Market Fa Merrill Lyach Ready Assets Telerate interest Rate Index: 7.327 West Germany 292 492 3.20 4 3.80 2.80 Dec. 11 Hong Kong 4915 Lusembourg 4920 Perk (125 kilo) 4923 Zurich 4925 Landos 4930 New York 471.95

#### Taiwan Dollar Obeys as U.S. **Tries to Tame Trading Tigers** Washington's trade gap with the

HONG KONG — Recewed four nations has grown more than 1.S. charges of unfair trade prac-U.S. charges of unfair trade practices against Asia's four trading ti- lion in 1986. gers — South Korea, Taiwan, Hong Kong and Singapore — produced movement by one of the most ferocious on Friday.

The central bank has clearly been given a message it can't ig-oore," ooe Taiwanese banker said. The central bank was changing course after purchasing about \$3 billiou in U.S. dollars over three days to slow the Taiwan dollar's

The United States has accused the four oewly industrialized counthe four oewly industrianzed countries of contributing to the slow turnaround in the U.S. trade deficit by not letting their currencies appreciate rapidly enough.

Commerce Secretary C. William Verity said on Thursday after announcement of the record U.S. October 1988 of the 1988 of the condition of \$17.63 billion.

tober trade deficit of \$17.63 billion, "The failure of those countries to permit the exchange rate of their currencies to appreciate is a major cause of the problem." He echoed charges by David C. Mulford an assistant U.S. Trea- pressure from the outside. sury secretary, who in November accused the four of being tigers —

"strong, ferocious traders" - and particularly criticized Taiwan and

South Korea.

The U.S. trade delicit with South Korea widened to \$1.02 billion in October from \$813 million in September, while the deficit with Tai-

In Taiwan, the local dollar posted a record 9 cent rise to 29.02 against the U.S. currency as the central bank halted intervention. rising to more than \$16 billion this year, the biggest surplus of the four countries, from \$13.6 billion in 1986. Officials at the South Korean Trade Ministry say that Seoul's trade surplus with the United States is expected to reach \$9 bil-

lion, against \$7.4 billion last year. One official in Seoul said, "South Korea made every effort to reduce the trade surplus with Washington by cutting tariffs and sending buying missions this year to the United States."

Ost, high-risk barsb environments where if you make a single mistake lives can be in jeopardy. He said lives can be in jeopardy. Hong Kong and Singapore re-main unmoved by the U.S. pres-

David Nendick, Hong Kong's we've monetary affairs secretary, said, floor." "We certainly are not changing the link" of 7.80 Hong Kong dollars to industry, which generates about the U.S. dollar regardless of any 540 billion in annual revenues, is

Singapore's finance minister, is bule truth in the notion that Mike Steen, a technology consul-Singapore has maintained an un- tant with Arthur D. Little. dervalued exchange rate."



#### An Offshore Rig as a Rocket Launcher

HOUSTON — The oil business has hit oo what looks like a lucrative sideline in selling the technology it developed to a full technology it developed to a full technology.

era of weaker oil prices and fewer drilling projects. There are more similarities between subsea oil drilling and aero-

space projects than differences,"

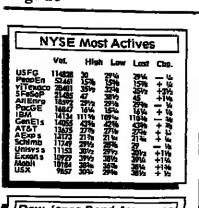
eering International Inc. The Houston-based company is a leader in developing remotely op-erated vehicles and self-propelled diving suits.

owhere if you make a single mistake lives can be in jeopardy." He said that work done by the National Aeronautics and Space Administration, the U.S. space agency, "is in many cases identical to what we've already done on the ocean

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And Tokyo(3)343-5587



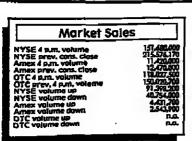
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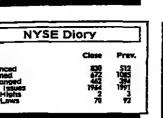
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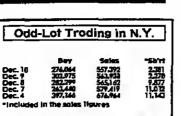
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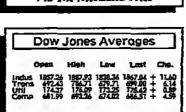




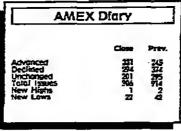


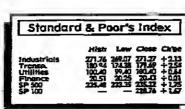


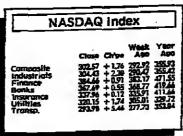


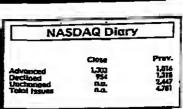


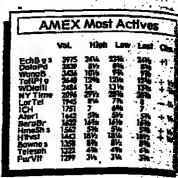
Tables include the nationwide prices up to the closing on Wall Street and do not reflect late trades elsewhere











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# NYSE Up in Moderate Trading

NEW YORK — Prices on the New York trading.
ock Exchange posted small gains Friday in Jim Andrews, head of institutional trading at Stock Exchange posted small gains Friday in moderate trading after a late rally ended a directionless day and brought the week to a close on a modestly cheerful note.

The Dow Jones industrial average, which fell 47.08 Thursday, gained back 11.60 points Friday to end at 1,867.04.

The blue-chip index had been ahead more than 30 points during the morning and was up by more than 10 as late as noon. It then spent most of the afternoon hovering around the break-even point before moving up in the final hour of trading

For the week the Dow gained 100.30 points, or 5.7 percent.

Advances led declines Friday by a 13-12 ratio. Volume was about 151 million shares, down from 189 million Thursday.

Broad-market indexes rose. The New York Stock Exchange index gained 0.72 to 131.79. The price of an average share gained 16 cents.

Traders and analysts said Friday's direction-

ess trading reflected uncertainty throughout

"It's drifting toward stability after losses" on Thursday, said Chester Pado, director of technical research with Jefferies & Co. in Los Angeles. "This market has a mind of its own," said

Tom Gallagher, managing director in charge of capital commitment at Oppenheimer & Co.

"A lot of traders are extremely nervous," he said, "Once a rally stops they quickly sell, and then when the decline stops they step back in to buy. Anybody that says they can predict what this market will do is crazy,"

Trude Latimer of Josephthal & Co. said she

was encouraged by the market's advance in the face of lower stock prices overseas and contin-

ued weakening of the dollar in foreign currency

Janney Montgomery Scott Inc. in Philadelphia, said there was some selling of U.S. equities by foreign investors on the opening, but it quickly

Ms. Latimer said stock prices got support from portfolio managers looking to reduce cash levels before the end of the year.

"They do need to do some more buying if the market continues to trend op," she said. Mr. Andrews said retail investors were doing some selling for tax purposes, but that pressure was eased by institutional buying as portfolio managers sought to put cash into the market before year-end.

There's no trend at all here," be said.

Investors had largely discounted economic data released before the market opened, most

market watchers said. The Commerce Department said retail sales icreased 0.2 percent to a seasonally adjusted \$125.86 billion, while the Labor Department reported that producer prices of finished goods

ere unchanged in November. The retail sales increase matched economists' expectations while the producer price figure exceeded them.

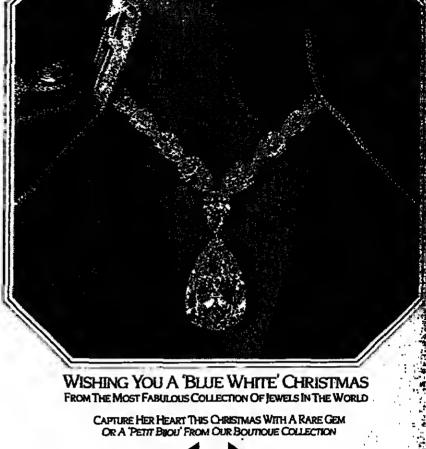
Traders said there was little evidence Friday of computer-driven trading programs, which had accentuated volatility throughout the previous session and were largely responsible for a 25-point loss in the final half-hour.

USF&G was the most active NYSE-listed issue, adding 1/2 to 291/4. ft was followed by Peoples Energy, up 1/4 to

Texaco, third on the actives list, jumped 31/4

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#### **BUSINESS ROUNDUP**

# Sears PLC Makes Bid for Freemans

LONDON — Sears PLC, the British retail stores group, said Fri-day it was offering £430 million about \$788 million) in cash for remans PLC, a mail order group.

Sears, which is offering 285 pence for each Freemans share, said it had already acquired a 10.06 percent bolding in Freemans.

There were massive curchases of

Stock Exchange opened Friday morning. Sears did not say whether its holding was acquired in a "dawn

Freemans was the day's top percentage gainer on the exchange, filed by women who said they were jumping 134 pence to 299 after the injured by the Dalkon Shield contraceptive device. Sears was down 3 pence. The

Sears was down a pence. The company said Thursday that filed against the pharmaceutical thouse of Fraser PLC, which owns the luxury store Harrods, had they became infertile or suffered they became infertile or percent by buying the 8.2 percent stake held by Bell Group Ltd. of

Sears's chairman, Geoffrey Maitland Smith, described his company's offer for Freemans as "a full and generous one." He said he hoped that Freemans's board would recommend it to its share-

A rival mail order group, Great

## percent bolding in Freemans. There were massive purchases of Freemans stock as the London Stock Exchange and London began reorganizing in 1985 under Chapter 11 of the U.S. Bankruptcy

RICHMOND, Virginia - Judge Robert Merhige Jr. ordered Friday that \$2.5 billion be set aside by

A.H. Robins Co. to settle claims More than 300,000 claims were

other serious injuries as a result of using the intrauterine device.

Following the lawsuits, Robins

# BMW Sets Up Special Division To Invest in Technology Firms

MUNICH — Bayerische Motoren Werke AG is diversifying by
buying into technology firms and
has set up a special division responsible for the purchases, a company dustrial concern after buying

purchase of minority stakes in Dornier GmbH. small firms, to avoid burdening it- Eberbard v self with the problems of other BMW's managing board chairman.

purchases in the future.

chases is led by Wolfgang Aurich, evaluate the former bead of company planning. Analysts said it had a budget million DM in the last four years of up to 2 billion Deutsche marks on buying minority stakes in vari-(\$1.2 billion), but Mr. Roegner de-clined comment on that report.

Output

Outpu

against a decline in car sales. For Opta GmbH, a communications example, BMW has experienced technology firm; 25 percent of Beltower sales in the United States land AG, a Swiss chemical compawith Softlab that would develop because of the dollar's fall against my, and 40 percent of Cisigraph software for BMW.

the DM and the stock market

companies.

However, he did not exclude the ly and softly than others." He said possibility of BMW making bigger BMW was only considering firms whose operations it fully under A new division dealing with pur- stood and whose future it could

ing to diversification as a hedge company; 30 percent of Loewe and marketing of special products, against a decline in car sales. For Opta GmbH, a communications Mr. Roegner said BMW wanted

spokesman said Friday.

The spokesman, Harry Roegner, said that BMW was moving cautously and restricting itself to the AEG AG, and the aerospace group



\$1.75 billion more.

Eberbard von Kuenbeim,

BMW has said it spent about 150

clined comment on that report.

Analysts say BMW, like other percent interest in Softlab Miln-auto technology and, in the long automobile manufacturers, is look-chen GmbH, a computer software term, in the possible development



nies work out a plan for settling the

Robins and its insurer have so far paid \$530 million on Dalkon Shield claims. The company's reor-ganization plan envisioned paying

Eberhard von Kuenheim

AG, a French computer concern.

Hill Samuel Universal Stores PLC, bas a 10 To Sell Wood percent stake in Freemans.
Sears's retailing interests include fashion and footwear stores and the Selfridges store in London. It also owns William Hill Organization PLC, an off-track betting of-To NatWest

LONDON — County NatWest Securities Ltd., the investment banking unit of National Westminster Bank PLC, said Friday it would huy the atockbrokerage Wood, Mackenzie & Co. from Hill Samuel Group PLC for an undisin August, Robins and Rorer Group Inc. signed a merger agree-ment that required approval by the bankruptcy court. Judge Merhige had required that the two compa-

closed sum. It said that Wood Mackenzie's private client business would re-main with Hill Samuel, the merchant bank that was recently ac-

quired by TSB Group PLC for f177 million (\$1.43 billion). John Chiene, chairman of Wood, Mackenzie, is to replace Philip Rimell as chairman of County Nat West.

"This merger ends a period of major uncertainty for our staff," Mr. Chiene said. TSB, announcing its purchase of Hill Samuel in early October, said Wood, Mackenzie would be sold.

Market sources then projected the sale price at £50 million to £60

million. But they believe the final price could have been half that amount, given the collapse of stock market prices since the accord.

They said that Wood, Mackenzie had negotiated with several bidders and had been close to an agreement

with Morgan Guaranty Trust Co., but that the American investment bank backed out at the last minute. ■ Bear Is Suing Jardine Jardine Strategic Holdings Ltd.

said Friday it would defend in court its decision to terminate its offer for a 20 percent stake in the New York brokerage Bear Stearns Cos.

Bear Steams said Thursday it

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was suing the Hong Kong brokerage. The two companies had completed an agreement on Sept. 30 for the purchase of the Bear Stearns stake at \$23 a share, an offer valued at \$390 million. Jardine pulled out of the accord

on Oct. 23 after Bear Stearns's share price dropped to \$12.50. Shares of Bear Stearns closed Friday at \$9.75, down 12.5 cents, on the New York Stock Exchange.

# GM, Toyota to Produce Jointly in Australia

MELBOURNE - General Mo- the two companies. tors Corp. of the United States and Toyota Motor Corp. of Japan, the

said they would jointly manufactor Co. jor step in a restructuring i

to be halved to six, and the six existing manufacturers to merge into three companies. GM's Australian chairman.

Chuck Chapman, denied that the venture was a "shotgun wedding." conceived under pressure of imminent circumstances."

of three cars, two from Toyota and hibited under British regulations.

one from GM, in plants owned by

By 1990, GM and Toyota would world's largest automakers and fierce competitors, said Friday they would join forces in Australia.

Spokesmen for the companies said they would identify the said they would identify they are said they would in the said they would sai

Mr. Chapman and Toyota's Australian managing director, Noboru ated by the government.

By 1990 the government wants the number of models built locally produce up to 170,000 vehicles an-

> SAS Is Upheld on BCal Bid Reguera

LONDON - Britain's Civil Aviation Authority said Friday it "This has taken two years of very had approved the partial offer by deliberate negotiation," he said. "A Scandinavian Airline System for a shotgun wedding is very hastily 26 percent stake in British Caledoconceived under pressure of imminian Group PLC. A spokesman for the initial stages of the SAS offer would not turn British joint venture, the new company Caledonian into a foreign-owned would coordinate the manufacture airline, which would have been pro-

nually, for a projected 40 percent share of the Australian market. John Button, the Australian trade and industry minister who conceived the restructuring plan. praised the merger as a major step toward making the country's motor industry internationally competi-

The plan imposes tariffs and inengives to easure com The Australian car industry, pro-

tected by tariff barriers since the 1940s, has been exposed to increased competition from imported cars and hit by depreciation of the Australian dollar. Sales of new vehicles slumped by

33 percent to 407,000 in the fiscal year ended in June, according to industry statistics. GM spent more than 700 million

Australian dollars (about \$490 million) last year bailing out Holden's, after four years of heavy losses. Excluded from the joint venture are commercial vehicles and some imported vehicles, along with Holden's engine division.

#### Japan Firm Cuts Wire Service Fees Agence France-Presse

TOKYO — Kokusai Den-shin Denwa Co. said Friday it would cut international wire service rates by an average of 22

percent next month. A spokesman for KDD. pan's international telecommunications market, attributed the cuts to expanding sales after earlier rate reductions. Observers said, however, that the rate cuts were linked to plans by two rival groups to enter the market in April 1988.

The two groups are Interna-nional Digital Communications Planning Inc., which includes Cable & Wireless PLC of Britain and Pacific Telesis Group of the United States; and International Telecom Japan Inc. which includes Mitsubishi, Mitsui and Sumitomo of Japan.

# ECONOMY: U.S. Index Steady

(Continued from first finance page) nally estimated a 0.1 percent drop vember period this year decreased in October. Sales also dipped by a 1 percent from the previous three sharp 1.7 percent in September. All months, the department said figures were adjusted for seasonal variations.

cent since November 1986, the department said.

Sales last month were 3.4 percent
above November 1986, when they
totaled \$121.7 billion. Sales from
November 1985 to November 1986
chairman of the merchandising

sales were up 3.9 percent, com-pared with 5.1 percent over the comparable period last year.

Total sales in the September-No-

Retail sales have risen 3.4 per- Holiday Sales Pick Up After a sluggish start, sales for the first 10 days of the Christmas Retailers depend on November shopping season picked up in many as a key month for making profits. U.S. stores, retailers said Thursday,

> were up between 8 and 9 percent over the comparable 1986 period.

were up 4.5 percent. In November 1980 charman of the meathamusing group of Sears, Roebuck & Co. 1986, retail sales rose 4.5 percent to "And that makes us optimistic for a good boliday season." Joseph E. In the first 11 months of 1987. Antonini, chairman of K males were up 3.9 percent, com- reported that 10-day sales were up 3.9 percent.

STOCKHOLM - The board of the Stockholm Stock Exchange

unanimously urged the government Friday to exempt foreign investors from a 1 percent transaction tax on share trading in Stockholm. The ux, introduced in July 1986. has been called a major factor in

the shift of trading in so-called free Swedish shares to London and New York. The stock exchange's president, Bengt Ryden, said it was three to five times more expensive to trade shares in Stockholm than in Lon-

don or New York.

Stockholm Exchange Seeks Lifting of Tax for Foreigners

By Juris Kaza
Special to the Harold Tribune

holm adds 2 percent to every transaction before broker's fees are added the said. holm adds 2 percent to every trans-

action before broker's fees are add-

ed, he said. Leif Vindevaag, head of research at the exchange, said that a study by a Swedish business magazine in September showed that up to 85 percent of trading in free shares of five major Swedish corporations took place outside Stockholm.

Brian Knox, a senior trader and specialist in Scandinavian shares at London's Kleinwort, Grieveson Ltd., said that trading in major Swedish securities appeared to have permanently shifted to large international markets.

"I don't know if an awful lot of business would go back to Stock-The I percent charge on the sale and purchase of shares in Stock-empted from the tax, he said.

#### SEABROOK: Project Shows How Inefficient Nuclear Plant Outlays Can Be

the coast two miles (three kilometers) north of the Massachusetts border, could be evacuated in the

event of an emergency.

Public Service, which initially managed construction of the plant in addition to owning the largest share, has defaulted on interest payments on unsecured debt and has been negotiating with its creditors for months on a restructuring This week, the Midlantic Na-

nonal Bank, trustee of the utility's 1714-percent debentures due in 2004, gave it another push toward bankruptcy by declaring the entire principal of \$425 million due and payable immediately because of nonpayment of interest on Oct. 15. The reactor's value has certainly

not been helped by the unpopularity of nuclear power. Neighbors are so opposed that they have refused to cooperate with emergency planning, raising the strong possibility that the plant could not be licensed. But the Nuclear Regulatory

over operations. Still, after Public Service has in-

vested \$2.1 billion, or 70 percent of its assets, for its 35.6 percent share

in the Seabrook plant, a creditors' group wants to revalue Public Service's share at \$500 million. The precise point at which power from the plant becomes competitive with energy derived from oil depends on a number of variables, including how much additional investment is required over the

plant's operating life and how often the plant actually runs. Charles Komanoff, an indepen-dent energy analyst based in New York who is often hired by environmental groups to testify against construction of new power plants, said that if Seabrook could operate at full power 60 percent of the year, which is slightly better than the average for existing reactors of its type, it would replace 10.1 million

barrels of oil a year. The price of electricity produced by Seabrook would traditionally be project have already been told by range of \$18 to \$20.

said, is that in the first year, a customer buying Scabrook's elec-tricity under traditional rate-mak-

Rather than refute the argument, Public Service spokesmen nibble at it. Nick Ashooh, pointed out that the company last year proposed to accept \$1 billion of the cost itself instead of passing it on to custom-

of the plant, the utility and other owners of Seabrook may be told by regulators that some of the expense price that spurred large-scale con-

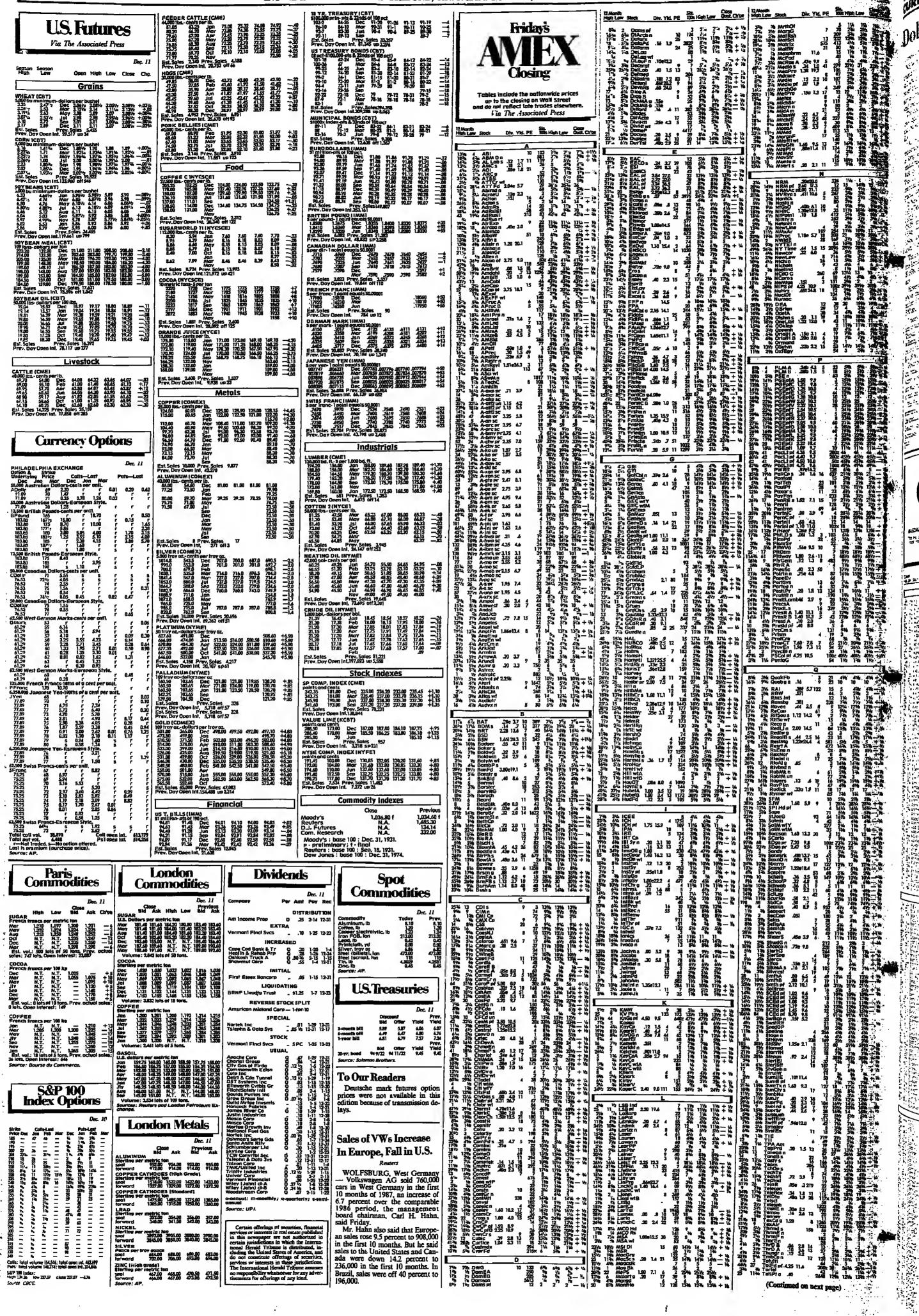
(Continued from first linance page) Commission recently changed its set according to the cost of capital the agency that regulates them, the because of a dispute over whether rules to accommodate reactors of the owners, and Public Service of Connecticut Department of Public the area around the site, which is on whose neighbors are seeking a veto New Hampshire, which has had once the cost of capital the agency that regulates them, the Whose neighbors are seeking a veto New Hampshire, which has had once the cost of capital the agency that regulates them, the owners, and Public Service of Connecticut Department of Public New Hampshire, which has had once the cost of capital the agency that regulates them, the owners, and Public Service of Connecticut Department of Public New Hampshire, which has had once the cost of capital the agency that regulates them, the owners, and Public Service of Connecticut Department of Public New Hampshire, which has had once the cost of capital the agency that regulates them, the cost of capital the agency that regulates them, the cost of capital the agency that regulates them, the cost of capital the agency that regulates them, the cost of capital the agency that regulates them, the cost of capital the agency that regulates them, the cost of capital the agency that regulates them, the cost of capital the agency that regulates them, the cost of capital the agency that regulates them, the cost of capital the agency that regulates them, the cost of capital the agency that regulates them, the cost of capital the cost of capital the cost of capital the agency that regulates them the cost of capital the cost of capit shaky credit for years, has a high a major involuntary write-off. A cost. The result, Mr. Komanoff study commissioned by that agency recommended that \$1.4 billion of the approximately \$5 billion spent through October 1986 be disaling would be paying the equivalent lowed as imprudent of \$160 a barrel.

United Illuminating

United Illuminating Co., based Because capital charges decline in New Haven, owns the secondover time, in the 30th year the cus-tomer would be paying \$81, he said, and the average figure would Power Co., a subsidiary of North-

But even if the utilities paid for a major share of the reactor out of profits, either voluntarily or involuntarily, the cost remaining for consumers would still be stagger-ing. If customers pay for \$4 billion. would be the equivalent of \$112 a While Public Service might take barrel, according to Mr. Komana write-off voluntarily on its share off; at \$3 billion, it would be \$91.

Oil's historic peak was \$34, a price that spurred large-scale conwas imprudent and therefore will servation and new production. It bave to be disallowed. The Connecticut partners in the someday, but now it sells in the



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#### **CURRENCY MARKETS**

## Dollar Continues to Fall in New York

Compiled by Our Staff From Dispatches NEW YORK -The dollar contimued to fall Friday in New York, still under pressure amid a general belief that the Reagan administration is unwilling to aggressively defend the currency.

The dollar had closed at postwar

lows against the Deutsche mark and the yen in New York on Thurs-

All indications are that the administration is not too concerned as long as the financial markets remain relatively calm," said James Vick of Manufacturers Hanover Trust Co. "The pressure is going to continue, and the likelihood is for a gradual decline in the dollar."

In New York, the dollar closed at 1.6315 Deutsche marks, down from 1.6325 at Thursday's close; at 128.35 yen, down from 129.05; at 5.5345 french francs, down from 5.5460; and at 1.3295 Swiss francs, down from 1.3323.

· The dollar was also lower against the British pound, which closed at \$1.8380, against \$1.8308 on Thurs-

However, the dollar's close was above the postwar lows touched earlier Friday in Asia of 1.6260 DM and 128.10 yen.

Traders said that gloom cootinued to hang over the market after Thursday's report of an unexpected widening in the October trade defi-cit to a record \$17.63 billion from York closings.

simply slowed the dollar's decline, level was still down from Thurs-

The Fed was rumored to have intervened for the second day, but the speculation was not confirmed. Dealers said that any Fed dollar and to 5.5366 French francs from purchases oo Friday had little im-

**London Dollar Rates** 

"Whatever the Fed is doing, it isn't doing much good," a U.S. bank dealer said.

Over the week, the dollar plunged 3.4 percent against the yen and 2.3 percent against the mark. A late morning report from the Market News Service, a newswire for the capital and currency markets, quoted an unnamed Reagan administratioo source as saying that the president opposed the idea of supporting the dollar by tightening domestic credit or intervening

in foreign exchange markets. The report was denied by an official White House spokesman. But a Bank of Montreal foreign exchange trader, Thomas Benfer, said that the denial did not lend

upport to the currency. There's a very negative psychology in the marketplace right now," he said. "People listen for reasons to sell dollars. But they're less likely to pay attentioo to good news." Earlier in Europe, the dollar slipped further in thin trading, ending below Thursday's postwar New

514.08 billion in September. In London, the dollar traded as
Dollar buying Friday by the central banks of Japan and Britain
simply closed the dollar desired what to close at 1.6315, but that and was not viewed as an attempt to halt the fall.

day's close of 1.6365. Against the to halt the fall.

day's close of 1.6365. Against the yen, the dollar ended at 128.40, down 1 yen from 129.40.

The dollar also fell in London to 1.3330 Swiss francs from 1.3383 and to 5.5366 French francs from against the British pound as well,

\$1.8308. Traders in London said the mood in dealing rooms was lethar-

Most traders said that unless the United States signaled that it was satisfied with the dollar's level, the currency would continue to drift

The dollar has lost around half its value since concerted internatipoal action began pushing it down in 1985,

Earlier in Europe, the dollar was fixed in Frankfurt at 1.6315 DM, down more than 3 pfennigs from 1.6617 on Thursday, and in Paris at 5.5428 French francs, down more than 9 centimes from 5.6375. In Zurich, the dollar closed at

# Japan Is Ready

To Intervene Agence France-Presse TOKYO — Satoshi Sumita, governor of the Bank of Japan, said Friday that the central

bank was ready to increase market intervention to prevent the dollar from sliding further. "The Bank of Japan will promote coordinated market interventioo with other countries," Mr. Sumita told the Diet, Japan's parliament. He said that, if occessary, the bank would intervene independently to pre-

vent the yen's further rise.

Meanwhile, Finance Minis ter Kiichi Miyazawa told the Diet he hoped that a meeting of the Group of Seven iodustrialproves delicit-cutting measures.

# CURRENCY: Dollar Could Firm SCENE: Facing Up to the Deficit

eral Reserve Board "stepping on

the anti-inflationary brakes." The main point that everybody
is making is that the U.S. has to intervene more actively to protect the dollar. There must be more commitment by the Treasury and let interest rates rise, said Christo-pher Johnson, chief economic adviser to Lloyds Bank in London.

For the moment, the market be-lieves that the United States is encouraging the dollar's devaluation, at that point yet."
Mr. Johns of Phillips & Drew said.

Many analysts fr. Johns of Phillips & Drew said.

But he and many private anawere if the dollar were held tempolysts said they thought that the Fed rarily at current levels, it could fall may sooo be obliged to tighten monetary policy, perhaps with a Mr. Horne said be believed that

that while the dollar would contin-

that more drastic medicine was

The dollar will only strengthen when the United States "raises interest rates enough to hit the stock commitment by the Treasury and terest rates along the Fed and a greater readiness to market, alow consumer spending, the integer trates rise." said Christo-keep inflation in check and gener-

small rise in interest rates, to it would descend in a series of steps counter the growing threat of inflato as little as 100 yen to the dollar on. by the end of next year or early Mr. Cheval, too, said he believed 1989. Even if there is an internapessimism," he predicted.

(Continued from first finance page) Howard Kurz, partner in the New York investment management firm of Buchen, Kurz & Co., said

ally slow the economy," he said. That will require a major policy change which is "real tough in an election year." he said. "We are not

cans, he said, may include higher

interest rates, credit stringency, more inflation, tax increases, government spending cuts and rising unemployment. "We may have some choice as to what recipe we concoct for the bitter medicine, said Mr. Wojnilower, often called Dr. Doom on Wall Street, "but leaving out any one ingredient means having to include more of

Will the ultimate pain be

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same? Mr. Wojnilower seems to oppose tax increases or spending cuts. But curtailing domestic demand by fiscal and monetary restraint could avoid the disruptive effects of disorderly methods: accelerating inflation, soaring interest rates, a free-falling dollar or rising unemployment.

And if the downward adjustment of U.S. demand is matched by policies elsewhere to increase demand, the danger of severe recession or depression everywhere could be avoided.

Soles in Nigh Low 4 P.M. Chies

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#### ue to decline for a few weeks, the Fed may soon have to push up there will be another round of ized countries would be held after the United States ap-.3340 Swiss francs, down from Fed may soon have to push up .3358 on Thursday. (Reuters, AFP, UPI)

comply rapidly with proposed new rules on international capital adequacy, but domestic regulatory controls would prevent them from doing so, bank officials said Friday.

They said that the new standards, approved in principle Thursday by a group of major industrial nations, also would mean that Japaoese banks could oo longer compete in the size of their assets by lending cheaply.

"That's a really high hurdle to clear," said a

manager at a major Japanese bank. A group known as the Cooke Committee that operates under the auspices of the Bank for International Settlements proposed a requirement that banks in 12 industrial nations maintain capital equal to 8 percent of assets, weighted for risks, by 1992. No common rule now

Kenichi Kamiya, president of the Japanese

Bankers' Federation, said he was relieved to TOKYO — Japanese banks are prepared to know that the proposed capital rule took accouot of Japanese banking practices, such as hidden reserves and equity cross-holdings. Japanese bankers said they had anticipated

the stiffer adequacy requirements and had already moved to raise their capital ratios by floating new shares earlier this year. However, the capital ratios of Japan's 13 major commercial banks remain small, ranging

from 2.6 percent to 3.46 percent, industry sources said Japanese banks have so far been allowed to report much higher ratios by including 70 per-cent of their hidden reserves, or unrealized gains on their equity, as part of primary capital. If 70 percent of such hidden reserves were allowed to be included, the capital ratios of

11 percent, the sources said, But now that the new capital rule would allow us to count only 45 percent of hidden doing so.

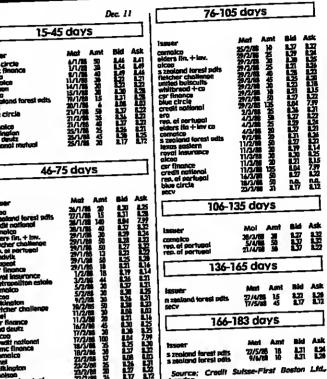
Japanese banks would average between 9 and

Japan Banks Constrained in Meeting World Capital Ratio reserves, the average ratio would get down to 6 to 7 percent," a senior Japanese banker said. That means Japanese banks would have to increase their capital ratios by between one and two percentage points over the next five years, which appears nearly impossible unless they are allowed other means to raise capital or reduce

The senior banker said that his bank issued 35 million shares to raise about 180 billion yen (\$1.39 billion) this year, but that the move raised its ratio only by 0.1 percentage point.
"Floating new shares alone would hardly help us attain the 8 percent target by 1992," he said.
Banks thus will need to find new means to boost capital, such as issuing convertible bonds

and subordinated capital notes at home. Japanese banks are not allowed to issue subordinated ootes, however. Although smaller banks may float domestic convertible bonds, the 13 major city banks are prohibited from

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**Euro-Commercial Paper** 

# Friday's NASDAQ prices as of 4 p.m. New York time.

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**PEANUTS** 

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#### Page 22 **ACROSS** 1 Burn midnight -5 Union unit 10 Taste 1S Jockey's gear 19 ''The Informer" site 20 Classic chair 21 Sidestep 22 Air 23 Game for skinny-legged 25 Permanent White House staff member? 27 Seth Thomas?

S8 Bright 28 Rock immortal 30 Femiliar, in Dijon 31 East Indian

64 Skedaddles 65 When unscheduled 32 Links slammer 33 Holdings •34 Murphy, e.g. 3S Ga. city 68 Weather word 36 Modify 69 Lothario's list 37 On the mark of lasses? 71 Arthurian 40 Where Holmes

crimes? 42 "SayonBra sash 45 Shave 46 Turnkey taunters

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1 Rio Grande

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**54** Velvety

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**ACROSS** 

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50 Spinner's machine S1 Tread's neighbor S2 Active TV? S3 Stab S4 Comic Arnold

48 A screen Chan

65 Heavenly 56 Piece of food Hunter 66 Cinema's Hulot 58 "Medea segment

D New York Times, edited by Eugene Maleska. DOWN DOWN

Second Opinions By Louis Sabin

DOWN DOWN 81 Consumers' 67 Witness 69 Pant protector 70 Base unit 73 Cross 82 Site of much horsing around? 75 Treacle

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77 Vniplane 78 Painter's tool 84 Insert marks 85 Crazy for 79 Prep for bunnies? 86 Muse or Dryac 80 McGwre's 87 "Make end-of-season

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NORTH TO THE POLE

By Will Steger with Paul Schurke. 339 pages. \$19.95. Times Books, 130 Fifth Avenue, New York, N. Y. 10011.

Reviewed by Dennis Drabelle

T HERE is no doubt as to who first reached the South Pole: the Norwegian Roald Amundsen in 1911. The North Pole is a different matter. For one thing, it lacks a fixed surface, where one might plant a flag or build a cairn. Antarctica is a continent, but the arctic is a sea, mostly frozen and always on the move, and the icepack atop the polar point one year may have strayed several miles south (the only direction possible) by the next.

In addition to this inherent verifiability problem, history has thrown up rival claimants, both American and each with weaknesses in his case, for the North Polar prize, Frederick Cook claimed to have reached it in 1908, Robert Peary in 1909. Cook was unable to produce navigational records of his jour-ney, and Peary's final sprint — in which he and his men logged 25, 30, 40 miles a day — seemed too good to be true. Though most judges have found for Peary and his unsung assistant, a black man named

#### **BOOKS**

62 Marie Wilson

63 Catch red-

handed

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role

Matthew Henson, there is lingering uneasiness in

It was partly in order to dispel these doubts that two Minnesota wilderness outfitters, Will Steger and Paul Schurke, mounted their spring 1986 polar expedition. They and their six companions relied on dogsleds and got along without resupply.

The literature of exploration is uncommonly blessed with stylish writing and probing examinations of humans under stress, and "North to the Pole" adds to the luster. Steger excels at framing the challenges of travel on icepack. "Moving sleds over the polar snow," he writes, "was like dragging boats over boulder fields." It was hard to decide which were more taxing, the pressure ridges, where heaved-up chunks of ice barred the way, or the valleys in between, where snowdrifts lay waiting. Only when the expedition happened upon leads — fissures in the icepack that had filled with water and frozen over — was progress smooth.

Steger supplies the workaday details of life in a bitterly cold climate that make polar narratives so compelling. They slept fully clothed inside their sleeping bags to be ready in a trice should the ice

Solution to Last Week's Puzzle

start cracking beneath them. To satisfy their bodies' cravings for fat, they munched on butter sticks like bananas. In the morning they all left their tents on cue to prevent one group's keeping another waiting and shivering outside. To cope with freezing ink, the journal-keeping Steger would get a relay going be-tween his hand and a supply of thawed pens cached inside his clothing and warmed by his body hear.

The expedition differed from the classics in one humane respect. Rather than kill their spent dogs and feed them to the others, Steger and company had them airlifted out - which also allowed the unforseen evacuation of two injured team members.

The group nearly unraveled toward the end, when both food supply and daily mileage were running low. The unveiling of Plan B, by which only Steger and Schurke would make a dash for the pole, almost caused mutiny. A streak of superb weather vitiated this compromise, and a navigational error fortuitously sent them all sledding around a lengthy open lead. On May 1. 1986, five men and one woman (the first to do so) stood on that patch of icefield which, at the time, happened to be covering the geographical concept known as the North Pole.

The expedition's heady pace in the final two weeks lends credence to Peary's candidacy. "The average mileage for our last five marches - just under 34 miles - was virtually the same as what he clocked on his final dash," Steger writes. "As did we and all other polar expeditions of this century, Peary found steadily improving ice conditions durated the first branch of the conditions durates." ing the last few hundred miles.

Moreover, Steger has studied a photograph of an island Cook claimed to have sighted a few hundred able fact that there is oo such island, Cook's supporters called it an icepack that their man had mistaken for land. Steger concludes that the body in the photo is indeed land: "The topography is distinctly geologic, fingerprinting it as a rock formation rather than one of ice."

Not only did Steger and his band reach the North Pole. They also appear to have settled, as certainly as anyone can, the question of who got there first

Dennis Drabelle, a Washington writer and editor, wrote this review for The Washington Post.

#### WIZARD of ID LOOKING FOR HELP YOU? HIS AND HERS YOU, IT'S CUTFIT GOTO FIT HUN





Dec. 11

WHO'S THE SEXIEST CAT YOU KNOW, ARLENE?



#### DENNIS THE MENACE



TT'S SURE LUCKY YOU LIVE NEXT TOOK MR. WILSON. MY MOM DOESN'T LIKE THESE CARTOONS."

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# Via Agence France Presse Closing prices in local currencies, Dec. 11

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# **Domed'**

New York Times Service
NEW YORK — Mailmen, or mailpersons, as the case may be, increasingly must be even hardier than football players.

The mail people have an old motto: "Neither snow nor rain nor heat nor gloom of night stay these couriers from the swift completion of their appointed rounds,"

The fine is not only a favorite — for the moods implied, the thythm, the energy, that deft adjective, swift — but it points out a difference between everyday heroes (whose quotidian efforts are sometimes slowed but never extinguished) and what is happening to Sunday heroes in the United States.

There are now five domed stadiums in the National Football League, from New Orleans to Honston to Pontiac, Michigan, to Minneapolis to Seattle. And more appear on the way.

Other than for a leak in the ceiling or a collapse of the roof or the thermostat going beach-colored, silken-looking setting. The bonkers or the lights going on the fritz, there's

no reason that our gridiron gladiators should play in snow or rain or heat or gloom of night. Yet combating the elements has historically

Last Sunday evening a football game, seen on national television, was played in the newest and nastiest and noisiest of the covered hippodromes, the Hubert H. Humphrey Metrodome in Minneapolis, known locally as The Hump. It pitted the home team Vikings against the Chi-

cago Bears.
This is a venerable rivalry between a group once known, on one hand, as the Purple People Eaters, and on the other as the Monsters of the Midway.

Surely these two factions could have froiicked and gamboled and busted each other up studio, or a bordello, anything but a fomball

Now, football games have been played there before, and so have baseball games. Nn reason now to go into the recently concluded World Series in which the Twins and their full-throated and homer-hanky flapping fans were victori-

# Sinking to

ous, and where possibly for the first time in World Series history the major point of discussion was unt the lineup but the decibel level.

It was there a few years ago that Billy Martin, in his fourth act as manager of the New York Yankees, ranted and raved and declaimed that it was no place to play a baseball game, although, coincidentally, he said that after his team had been beaten.

He was right about the dome being no proper domicile for baseball. Now we get from another major authority something we've believed for some time. And that is, a dome is nn place to play a football game, either.

That's what Mike Ditka said. The coach of the Bears was aggrieved during the last week that his monsters had to suffer the gentrifica-

"Football," he said, "should be played outdoors,2

Ditka wanted snow, he wanted rain, he wanted heat, he wanted gloom of night. Or any reasonable facsimile. He wanted what letter carriers must contend with. He wanted anything but indoors.

What's a domed stadium best for? Roller derby, stated Ditka

# the Level

Now, oo one can disparage roller derby, not in this space, anyway — and Ditka probably wasn't, noting only that there were different forts for different sports.

This observer grew up on the roller derby, in a manner, watching it on television with special pride because of cousin Herbie. Cousin Herbie skated in the early majnr league, around 1950, and was a jammer, or may have been a blocker

— memory begins to fade — for several teams, including the Midwest Pioneers and possibly the San Francisco Bay Bombers and the Jersey

Herbie Gilmore, tall and angular and longstriding, wasn't one of the front-line skaters, not a Dynamite Mike Gammon, or even a Toughie Brasuhan. In fact, he wasn't even Her-bie. He called himself Robert Gilmore in the roller derby. Robert was his middle name, and I

presume he thought Robert gave him a certain elegance, or fierceness, that Herbie lacked.

This was before the sport turned into rassing-on-wheels, and you'd get hit with a chair if you passed somebody. In the days of cousin Herbie, there was elegance, as well as fierce-

# of Roller

And when, in film clips the other day, we saw Ditka take a joke and don the roller skates sent him by the Vikings, then skate on the carpet through the Bears' office, we noted that he, too,

must have watched roller derby. Maybe even watched cousin Herbie. For Ditka, whizzing along, lifted one knee waist high, in traditiona roller style, when they'd sweep around the banked track.

"The man's crazy," Ed Marinaro, a former Viking turned gumshoe on "Hill Street Blues" turned color commentator for an evening, said Sunday on television in regard to Ditka's remarks about the necessity of playing football in the elements. "It's ocar zero outside and your

hands are so cold you can't feel the ball and your nose is running and you're slipping and sliding. It's nasty outside. It's nice inside."

Who needs nice for football? Legendary games were played in the snow and mud and

wind and misery.

If football teaches us anything, it's that life is not a bowl of cherries, that a football stadium should never he mistaken for a roller rink, and that gloom of night is not when someone dims

# **Derbys**

# But as Season Dwindles, Playoff Hopes Still Rise

By Gerald Eskenazi

New York Times Service NEW YORK - With but three cames left in the National Football League's regular season, no one in co 49ers game Monday night is for the American Conference can make more than conference bragging plans for New Year's. For no one rights. The winner could be guaranknows who is going to the playoffs.

On Sunday morning, 12 of the through the playoffs. conference's 14 teams will be in only the Cincinnati Bengals and the Kansas City Chiefs eliminated. In fact it is provided a clubs met in In fact, it is possible that not one was 1975. The last time both were playoff berth will have been decid-

weekend's games start Dec. 19. berth can be decided, and that could go to the Denver Broncos, who lead the Western Division and play the Seatule Seahawks on Sunday night. If the Broncos win, and either the Colts by 3½ points. Cleveland Browns, the Houston Oilers or the Pittsburgh Steelers - all at 7-5 in the Central - lose, then

Denver has a wild-card berth. In the National Conference, three division titles have been decided, along with one wild card. But get this; the New York Giants, at 4-8, are still in contention. That could end, though, even if they de-feat the St. Louis Cardinals, Should the Minnesota Vikings win and the Los Angeles Rams or the Philadelphia Eagles lose, the Giants are out.

#### Maybe Minnesotans Are Mostly Very Rich

\$320,000)worth of betting tickets uncashed in 1985. Last year, it was \$402,000. Now the 1987 total is in: \$455,000 in unclaimed winners, including one Pick Six ticket worth \$58, 102.

"I had an explanation for it the first year," said Dick Krueger, who became director of parimutuels for the Minnesota Racing Commission in 1985. "It was a new sport then and people were still learning. I have no explanation for what's happened the last two years."

He said that several 1985 tickets worth more than \$10,000 went uncashed, with one for \$12,500 that I recall." Ticket-holders have a year to collect through the commission, which will continue to cash tickets for the 1986 season

#### **NFL PREVIEW**

The Chicago Bears-San Francis-

AMERICAN CONFERENCE .500 or better was in 1983 and each ed by the time the next-to-last was 1-0. Jack Trudeau is 3-14 as the This weekend, only one playoff Bills' defense is surging, although it was temporarily set back by Bo Colts' starting quarterback. The

> New York Jets (6-6) at New England Patriots (5-7); This could be the last home game for Raymond Berry. The Patriots' coach says he will have to meet the team's new owners before deciding whether to stay. The Patriots are the only East club that can win a tie breaker for first against the Colts. The Jets' secondary is battered, a fact that Steve Grogan will try to exploit, but the Patriots have key injuries throughout, Patriots by 4.

Cincinnati Bengals (4-8) at Cleveland Browns (7-5): The Browns have lost two straight for the first time since 1985, but their coach, Marty Schottenheimer, has put them through an intensive, back-tobasics work week. Cris Collinsworth returned from an injury and had a big game as the Bengals beat Kansas City, but reinjured his foot and is

bles by Christian Okoye. The Scahawks have the league's top team's largest crowd this season, about 65,000, will see Bill Kenney at quarterback against the Raiders'

#### Will the Vikings Sack Moscow?

MINNEAPOLIS - Summit

meeting lever has surfaced in the National Football League,
In a letter delivered Thursday to the Soviet leader Mikhail S. Gorbachev at the Soviet Embassy in Washington, Senator David F. Du-renberger, Republican of Minneso-ta, proposed that the Minnesota Vikings play another NFL team in

August 1989 in the Soviet Union. That moved Mike Lynn, general manager of the Vikings, to observe that the history of the Vikings, both ancient and more recent, make them a perfect choice to play the first U.S. pro football exhibition game in the Soviet Union.

The Vikings are used to traveling to strange places and strange coun-tries," he said, referring to the Norsemen who inspired the football team's name. "We're kind of explorers by tradition, so why not explore new frontiers in countries that have not been exposed to NFL football?" The modern Vikings, he pointed

bition game in London. Next year, they will play an exhibition in Sweden, in the NFL's first foray into Durenberger and Lynn said that, for symbolic reasons, the St. Louis Cardinals or the Chicago Bears

would be the ideal second team for the Soviet Union. The Cardinals are known as "the Big Red" in St. Louis, and the bear is the Russian national symbol. Lynn said he expected a favor-

able response from the Soviets, though no reply was made Thursday to Durenberger's letter.



GLASNOST, NOT DETENTE - Nikolai Maslov of the Soviet Selects and Steve Leach compared sticks Thursday night in Richfield, Otio. Team USA won the first of eight exhibition games, 8-5.

out, broke ground with a 1983 exhi-

# Tokyo Bids for Righetti, Steinbrenner Yells Foul

By Murray Chass New York Times Service

DALLAS - Free-agent relief pitcher Dave Righetti can defect to Japanese baseball for at least \$8 million over two years, but the huge offer has left him "confused" and has prompted the New York Yankees' owner, George Steinbrenner, to say that it could seriously damage U.S.-Japanese baseball relations.

"I'm basically overwhelmed by the Japanese offer," Righetti said Thursday night by telephone from his home in San Jose, California. "It's a staggering amount of money to play baseball. It's something you can't ignore. It's mind-boggling to me. I have to

take it very seriously.
"It's a tough thing to do, to pick up and leave the country, and I'm rather confused. I don't know whether to do it or not. I don't want in turn around in 10 years and say, damn, I should've gone to Japan and taken all that money. I know it would be a huge adjustment, but I think I can handle it." Bill Goodstein, Righetti's agent, who disclosed the offer from the Tokyo Giants, said

that it was for slightly less than \$10 million. A friend of Righetti said it was for slightly more than \$8 million. Righetti said that "I know that no matter which way I go I'll always wonder if I made

the right choice. I'm very much up in the air right now. I never get headaches, but I've got a big one now."

The offer did not delight Steinbrenner, "Yes, it bothers me," he said. "Some peo-ple expressed deep concern last year about some of the offers from Japan. If they want

good relations with American baseball, they

better be careful. It would be ill-advised by

Japanese baseball. If he wants to go over and play in Japan, he can. But I think Dave

Righetti is a solid kid and I think his parents will have something to say about it. It's up to the kid. He's going to have to come to a conclusion soon.

Steinbrenner said he would not try to match the Tokyo offer but would consider offering Righetti the third year he wants. The Yankees have offered two years for \$1.2 million each and the several other clubs that have made offers have not exceeded two years.

"I don't like to give pitchers three years, but you never know," Steinbrenner said.
"We have not considered it at this point, but we'd consider it."

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While the Yankees and Righetti, 29, are far apart on contract terms - he would like \$1.5 million a year for three years — there's also the ill feeling the player has toward Stein-brenner, who never changed the bomis provisions in Righetti's five-year contract when the pitcher was changed from a starter to a reliev-er one year into the contract. That cost Righetti money because he twice won the award as the best reliever in the league.

Then there was the meeting the two had in Yankee Stadium in September.

"David hadn't met with George in five years," said Leo Righetti, the pitcher's fa-ther, speaking from San Jose earlier Thurs-day, "He went up to see him just to find out how he felt about re-signing him. George told him he'd have to think about it. He said 'We really don't oced you that bad.' David hasn't talked to him since."

The Tokyo Giants reportedly would use Righetti as a starter. They apparently think they can pay him \$4 million or more a year because they have a new stadium and expect. to sell all the seats. Interestingly, the same team has made an offer to Bill Gullickson, another Yankee free agent pitcher. It is be-lieved to be for \$3 million for two years.

- Y.V.M

SHAKOPEE, Minnesota This state's borse players left

through March 10. As for 1985's, they're all losers, now.

# The Associated Press

Marc Wilson, Raiders by 41/2.

unlikely to play. Browns by 71/2. Los Angeles Raiders (5-7) at son returns to Kansas City wearing Johnson is unlikely to play; Gene have dominated this season. Now a football uniform and expecting a "rowdy welcome." The Chiefs had may not be effective at fullback fourth-quarter leads over the Bears and another receiver, Ricky Natand Steelers, losing to both on fum-

> Pittsburgh Steelers (7-5) at San Diego Chargers (8-4): In losing their last three, the Chargers have yielded 98 points while scoring 38. Now, two defensive regulars are out. The Steelers have rediscovered their old-fashioued running game and, even if Earnest Jackson is unable to play, Frank Pollard is capable of having a second-straight 100yard game. Chargers by 3.

the Seahawks (7-5): Besides battling season record. 49ers by 41/2.

the noisy Kingdome, the Broncos' New York Giants (4-8) at St. fourth rusher to reach 12,000 in the leans Saints (9-3): The Saints, John Elway will have to shout at Loris Cardinals (5-7): The Cardi-NFL. The Redskins could be pick-among their other accomplishments. some backups: receiver vance pass defense. Seahawks by 31/2. NATIONAL CONFERENCE

Chicago Bears (10-2) at Son Francisco 49ers (10-2): Mike Tomczak is 10-0 as the Bears' starter. He gets another chance as Jim McMahon has a hamstring injury. Two of the Bears' defensive starters are back, pass-rushing end Dan Hampton and linebacker Otis Wilson, but the Bears could have a tough time increasing their league-leading total of 56 sacks. Joe Mon-Denver Broncos (8-3-1) at Seat- downs, is three under the NFL's

**World Cup Skiing** 

WOMEN'S OVERALL STANDINGS

. Signid Wolf, Austria, 57 points L Michela Figini. Switzerland. Si

9. Alichoelo Gers. West Germany, 2

WOMEN'S DOWNHILL

(At Lawterbad, Switzerland, 1

Michelo Figial, Switzerland, 1

55.52 seconds

nals are the only team the Giants Lang, with a dislocated thumb, the Cardinals will be without their top cornerback, Cedric Mack, and fullback Earl Ferrell. Giants by 3.

Atlanta Falcons (3-9) at Los Augeles Rams (5-7): Although the Rams have won four straight, they are less formidable with both starting safeties out with injuries. But 11 Falcons are on medical report this week, and their defense, with only 15 quarterback sacks, was not 50 hot before. Rams by 10.

Dallas Cowboys (5-7) at Washington Redskins (9-3): The Cowboys are wondering whether Tom Landry will still be coaching next season. Better they should worry tana is at a peak and his wide about their quarterback: Danny receiver, Jerry Rice, with 15 touch— White probably will return for the injured Steve Pelluer. Tony Dorsett needs 23 yards to become the

on a rookie free

well against Vinny Testaverde," said their coach, Darryl Rogers. "He's going to be the quarterback delphia Eagles (5-7): Coach Buddy against us twice a year for many Ryan of the Eagles contends that years to come." Bucs by 6.

at quarterback. Their pass rush has produced 27 sacks in seven games since the strike. Vikings by 4.

Ron Burton who, for the first time first in possession time. That will be in his brief career, is going to be a important against the quick-striking middle linebacker. Redskins by 91/4. Oilers, But their inside linebackers Detroit Lions (2-10) at Tampa are hurt, which the Saints' big run-Bay Buccaneers (4-8): The Lions ning game could capitalize on. The have no place to go. So what's their Oilers must get the lead: The NFL's motivation? "It's important to do youngest team tends to get the

INTERCONFERENCE Houston Oilers (7-5) at New Or- with an injury. Eagles by 1.

when it trails. Saints by 71/2. Miami Dolphins (6-6) at Phila-

years to come." Bucs by 6.

Minnesota Vikings (7-5) vs.
Green Bay Packers (4-7-1), at Milcoach will need more help from docwankee: The Vikings were to an- tors. Kicker Fuad Reveiz may not nounce Friday whether Tommy play because of a thigh injury and Kramer or Wade Wilson would start the absence of center Dwight Stephenson could enable a pass-rushing defense to pressure Dan Marino. although Terry Hoage, the Eagles' important free safety, may be out

#### **SPORTS BRIEFS**

#### Figini Nips Wolf in Cup Downhill Race

LEUKERBAD, Switzerland (AP) — Michela Figini of Switzerland skied Friday to her first victory this World Cup season, holding off Sigrid Wolf of Austria to win one of the circuit's most difficult downhill races. Figini started first and finished in 1 minute, 50.52 seconds over a course whose 2.575-meter (2.815-yard) length proved exhausting for the racers. Wolf, winner of the season's first super-G, at Sestricre, Italy, picked up time on the lower part of the course but finished 0.12 seconds back.

#### **IOC Closes Loopholes in Drug Rules**

LAUSANNE, Switzerland (AP) — Two loopholes in the anti-doping rules of the Olympics were closed Friday, while jai alai and roller hockey were added as demonstration sports for the 1992 Games in Barcelona.

The International Olympic Committee's executive board banned the use of human chorionic gonadotropin, a substance that can increase the rate of production of naturally occurring steroids. And, in approving a report from the IOC's medical commission, the board also outlawed chemicals or methods that mask the use of illegal drugs in athletes. This includes probenecid, an anti-gout medication that can hide the presence of strength-building, and illegal, anabolic steroids in urine tests.

#### Dodgers, Mets, Athletics Swap Players

LOS ANGELES (AP) — The Los Angeles Dodgers acquired relief pitchers Jesse Orosco, the hero of the 1986 World Series, and Jay Howell and shortstop Alfredo Griffin on Friday in a three-way, eight-player trade that sent pitchers Bob Welch and Matt Young to the Oakland Athletics, while the New York Mets got right-handed minor league pitchers Jack Savage, Walt Whitehurst and Kevin Tapani.

First, Orosco was dealt to the Athletics, who then sent him, Howell and orufin, the 1984 American League all-star shortstop, to the Dodgers. The Dodgers sent Welch, Young and Savage to the Athletics, who sent Savage, Whitehurst and Tapani to the Mets.

#### For the Record

Diego Maradona of Argentina, who had announced he would sign a contract keeping him with Italian Soccer League leader Napoli until 1993, lost his car but escaped injury in a highway accident while driving with his family to Rome to meet visiting President Raul Alfonsin of Argentina. (UPI)

Paolo Rossi, the hero of Italy's 1982 World Cup victory, announced that he was switched from sometr.

that he was retiring from soccer. Chris Welp, the first-round draft pick of the Philadelphia 76ers of the NBA, is out the rest of this season and the first part of the next because of ligament and carrilage tears in his left knee.

#### **Ouotable**

 Tom Kelly, the Minnesota Twins' manager, asked if the fans' zeal made the Metrodome the best home field in baseball: "What does zeal mean?" (LAT)

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SCOREBOARD

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Long Island U, 101. Coldwell 71
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OKJOHOMO St. 64, TUSO 65
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#### Transition

BASEBALL MINNESOTA-Traded Dave Vetsch auted Cultihati to Orlando, Southern League.

2, Signid Wolf, Austrio, 1:50.44 2. Storid Wolf, Austrio, 1:59.44
3. Briette Certit, Switzerland, 1:59.91
4. Elisabeth Kirchler, Austria, 1:50.94
5. Laurie Graham, Canada, 1:51.44
4. Marjo Wallier, Switzerland, 1:51.50
7. Sylvide Eder, Austria, 1:51.46
8. Karen Percy, Canada, 1:51.25
7. Michaele Geru, West Germany, 1:51.79
18. Karin Dedler, West Germany, 1:51.79
19. Karin Dedler, West Germany, 1:52.10
11. Regina Mösenlechner, West Germany, 1:52.26 BASKETBALL INDIANA—Waived Clini Richardson, guard, and Brian Rowsom, forward, Activat-ed Scott Skiles, guard, MILWAUKEE—Woived Dudley Bradley, forward.

PHOENIX—Put Walter Davis, quard, on injured list. Activated Eddle Johnson, for-

word, from injured list.

12. Heldi Zeller, Switzerland, 1:52.30 13. Veranika Wallinger, Austria. 1:52.46 14. Heldi Zurbriggen, Switzerland, 1:52.56 15. Pejra Kronberger, Austria. 1:52.76 FOOTBALL POOTBALL
Notional Football League
BUFFALD—Wolved Lee Johnson, punterploceticter. Signed Waity Reecher. placelicker, and Lionel Villa, running back.
DENVER—Walved John Ayers, oftensive 2. Michela Fishni. Switzerland. St
3. Meteto Svet. Yugaslavia, 48
4. (He) Blanca Fernandez Ochoa, Spoinand Marie Waillser, Switzerland. 35
4. Marina Kishi, West Germany, 33
7. Chantel Bournissen, Switzerland. 31
8. Brigitte Ourtil, Switzerland. 29
6. Michela Gera, West Germany, 23

iliback.
MIAMI—Put Owight Stephenson, center, on
tiurad reserve, Signed Dovid Lewis, light end.
MINNESOTA—Signed Bucky Scribner. unter. NEW ENGLAND—Walved Tom Porell. N.Y. JETS-Put Lonce Mehl, linebacker, and Russell Corter, cornerback, on injured

HOCKEY
Halional Hockey Leasue
DETROIT—Recalled Murray Eaves, center, and Steve Marinson, left wing, from Adlandor' Hockey

Tennis

**Masters Doubles** (At Landon)

Mileslav Medir and Tomes Smid. Czecho-slovatia. dei, Laurie Warder and Peter Do-han Australia. 6-4.3-4.6-2.7-5; Staton Edberg and Anders Jarryd. Sweden, det. Paul Anno-cons. U.S. and Christo Van Reneburg. South Afrika. 7-6 (7-4.6-3.6-2; Ken Flach and Rebert Seaste, U.S. det. Scott Davis and David Pale, U.S. 4-2, 4-3, 5-4; Sergio Casal and Emilio Sonches, Spoin, 4-4; Gary Donnelly and Peter Fleming, U.S. 4-3, 6-4, 6-4

Mec!r and Smid det. Annacane and Van Rensburg. 6-2.6-1.6-4: Cosal and Sanchez. det. Devis and Pate. 7-6 (8-6), 6-4, 7-6 (7-5).

The state of the s

# Eyesore or Landmark?

By Philip S. Gutis

NEW HARTFORD, New York
This is a village of 700 buildings. One of them, depending on the observer, is either an eyesore, a dilapidated commercial artifact of the 1930s, or an architectural gem, a compact well-preserved example of the modern style.

The building, a gasoline station that has anchored the center of this village since 1936, is at the center of a fight that pits preservationists against the Sears Oil Company, a family owned business that wants to tear down its station and replace it with a large canopy covering several gasoline pumps.

"The details on that building the craftsmanship and workmanship that went into it—it is a perfect period piece, a living museum," said John Margolies, an author and photographer who has chronicled examples of roadside architecture across the United States.

But the oil company has supporters.

"For 10 years, we've tried to get with this gas station," John Hoffthe Sears people to do someth man, a former member of the Village Board, said at a planning board hearing. "Now that the Sears Company has come to us and wants to do something about the building, we should jump on the chance, or we will be stuck with that eyesore for the rest of our

The battle occurs as architectural historians are focusing their atten-tion on so-called roadside, or vernacular, architecture, the structures built as the automobile entered American life. Although these buildings are disappearing quickly as land values rise and tastes change, several are being pre-served. The National Register of Historic Places lists 19 service sta-

When the station was built, Sears designed it in the fashion of the day. A white-and-cobalt blue porcefain enamel surface was set off with dramatic red neon lighting little of which remains. Curved windows graced the streamlined facade, with its single-bay "lubritori-

Margolies learned of the station when he delivered a lecture on roadside architecture in neighbor-ing Utica. He also learned it was scheduled to be demolished. A busy work schedule for the demolition crew has delayed the destruc-

tion until at least spring. Even before Margolies's visit, the station had attracted attention, though much of the comment was

Others, though, argued the

building has intrinsic worth. "It should be saved, not because I say it is beautiful or because I think it is good architecture," the past president of the Landmarks Society of Greater Utica, Barton R. Rasmus, said. "It should be saved because it is an architectural style that is almost extinct."

Kevin Kelly, chairman of the Village Planning Board, which must issue an advisory ruling on the proposal for the new station, said, "For the last three years, I've been threatening to landmark that structure."

The suggestion to designate a service station met with little interest in the community. 'We don't know tourism and we don't know art," Kelly said. "There

isn't much agitation to save these kinds of things."

That has been the case nationally, as thousands of examples of the early roadside heritage have disap-

ALL roadside architecture is difficult to preserve," said David Gebhard, a professor of architectural history at the University of California at Santa Barbara. "But I would hope that in some offarious way we can save at least a few of

those poor little creatures.
"We need to preserve a few reasonable remnants of the commonplace. Otherwise, within a very short period, all we will have is photographs or renderings of them

In New Hartford, the question is further entangled because the president of Sears, Howard P. Sears Jr., a son of the founder, is a selfproclaimed gasoline-station buff. The morning after the planning board meeting he proudly showed off a 1932 stracco-and-red-tile station in Rome, New York, that, he said, he has been unable to part with since closing it in 1973.

"Beauty is in the eye of the beholder," said Sears, who is 60 years old. "And that station in New Hartford doesn't do much for me But this station, this is beautiful,"

# Crisis in the French Film Industry

By Steven Greenhouse New York Times Service

PARIS — At first glance, it is hard to understand why the French film industry is so wor-

This year, Louis Maile's "Au revoir les enfants" won top prize at the Venice Film Festival and Maurice Pialat's "Sons le soleil de Saran" took first place at Cannes. On the other side of the Atlantic, Claude Bern's epic "Jean de Florctte" is going strong in New York art houses, and in the ultimate form of flattery, Touchstone Pictures has just remade the French hit comedy "Trois hommes et un confin" ("Three Men and a Cra-

What is more, how many countries can boast of a pantheon of directors that includes Erie Rohmer, Louis Malle, Jean-Luc Godard, Bertrand Tavernier and Alain Resnais? Nonetheless, all that French

filmmakers seem to be talking about nowadays is "the crisis."

A few statistics tell the story. In 1986, 163 million people went to the movies in France. So far this year, attendance is 20 percent lower. As a result, individuals in the film industry are predicting that, within three years, up to 30 percent of France's movie houses will be forced to close. The number of French films in production is down from 160 movies in 1984 to 120 this year. And last year, for the first time, more French moviegoers went to see American films than French films.

There seem to be as many reasons for France's film crisis as there are French filmgoers: The number of television stations here has doubled from three to six since 1984. The number of movies aired has doubled, too - viewers know they can wait just a year after a film comes out to see it on television. Canal Plus, France's first cable television network, began operation in 1984, specializing in movies.

Some film industry figures say last year's terrorist bombings in Paris persuaded many moviegoers to stay home. Others blame the high cost of tickets — often 35 francs (about \$6.50) or more and dissatisfaction with the tiny screens in France's many multi-



Scene from Louis Malle's prizewinning "An revoir les enfants."

But according to some industry officials, there is one overriding reason why the French cinema has taken ill: Its films are not good enough. Sure, every year or two, there is a solid Malle film, a good Rohmer, a fascinating Godard, but what about the hundreds of other French movies? "The films being made are just often not good enough to attract people to movie theaters," said René Bonnell, director of film

programming for Canal Plus. Today's films are not different enough from what's being offered "In France, there is a real audi-ence crisis," added Anne Andreu, film writer for L'Evenement du

Jendi, a French newsweekly, "But there is also a professional crisis." France's film industry is divided into two halves — commercial filmmakers and "art" filmmakers - and although the two sides

rarely agree, they concur about the seriousness of the crisis. The commercial moviemakers worry that the decline in attendance means that the dozens of comedies and police thrillers that used to eke out a profit will lose money. Since no one wants to make films that lose money, this means

fewer films will be made. The art-film makers, while confident that they will keep their loyal andience, worry that the drop in overall attendance will make it harder for them to find financing

French producers scrounge their financing from distributors, television stations, tax-shelter investors and the government. Movie distributors have traditionally been a major source of funding for French films, but as they hit hard times that source has been rapidly drying up. At the in the world. "In the United same time, the government is dol- States, there are excellent films

**EMPLOYMENT** 

DOMESTIC

ing out less money for films. The television channels are filling the void. More than ever before, they are calling the shots on which films get made and which don't. "TV wants proven films, with-

"It's all very worrisome." "What we're seeing is the banalization of French cinema," said Serge Toubiana, editor-in-chief of Cabiers du Cinema, the film jour-

out problems, with stars and very facile story lines," said Andrea.

Patrick Brion, director of film programming for France's chan-nel 3 television network, says one big problem with French cinema is what is often called nombrilisme -a derisive term can be translated as a fascination with one's belly button. In his view, too many French films are self-centered and fail to look at what is happening

vs. Kramer and 'Platoon,'" he said. "Why don't we make films like that?"

Perhaps the biggest fear is that the crisis will make it harder for France to produce the young filmmakers who will replace the Truffauts and Godards. Many film buffs fear that France will soon have a problem in passing the baton to a younger generation since François Truffant died in 1984, while Rohmer is 67, Resnais is 65, Godard is 57 and Malle is

Some young directors, such as Diane Kurys ("Diabolo Menthe" or "Peppermint Soda") and Jean-Jacques Beineix ("Diva") have each produced one hit film, but they have yet to put together a skem of commercial successes.

French cinema also lacks stars. The French used to stampede to see any film starring Jean-Paul Belmondo, Alain Delon or Lino Ventura. But nowadays Belmondo and Delon are making Grade B films, and Ventura died in October. Catherine Deneuve, Yves Montand and Isabelle Adjani still have lots of fans, but they are making fewer films than in the past. Only Gérard Depardieu, who stars in "Jean de Florette." seems to be packing in the crowds.

"French cinema needs excellent actors, excellent directors, excellent dialogue writers. We don't seem to have them right now," said Brion. "France had a golden period of art with Picasso, Miró, Matisse and Braque. There are dark periods, too, and that's what we're having now in French cine-

One often hears the refrain that the distributors and television chains, more scared than ever of taking risks, do not want to place a bet on a relative unknown. Young directors complain that, when they piece together financing, it is usually not enough to make a film that will feature stars

and woo the crowds.

But Marin Karmitz, the producer for "Au revoir les enfants," is optimistic. "You don't need a lot of money to make a terrific film," he said. "If young French directors have limited money, they'll just have to be more daring

#### **PEOPLE**

Bob Hope to Entertain 👉 U.S. Troops in the Gulf

Bob Hope will leave soon to entertain American troops in the Guif during the Christmas season, a holiday tradition he began in 1948 with the Berlin Airlift. Hope will take Diahann Carroll, Vic Dar Berbara Eden and other entertainers with him.

Esquire magazine has named Lientenant Colonel Offiver North the most "Dubious Man of the Year" in its annual "Dubious Achievement Awards" issue. North was cited by Esquire for his remarks during the Iran-contra hearings. They included his defense of the diversion of funds from the Iran arms sales to the contras - "I think it was a neal idea" - and his admission that, "If the comman er-in-chief tells this heutenant co nel to go stand in the corner and on his head, I will do so." Oth cited for their dubious achie ments in the magazine's January issue include: Attorney General Edwin Meese 3d, for saying "I don't, recall," or some variation of that, 187 times during congressional bearings, and the former national security adviser John Poindexter for saying "I don't recall," or some variation, 184 times.

Jimmy Carter, the former pro-dent, assessing the state of hu-rights in the world, singled South Africa as a villain Thur while presenting an award Chilean advocacy group. Le caria de la Solidaridad was av ed the second annual Carter-M Human Rights Prize for its effor to fight and expose human rights, violations in Chile. 

The former PTL leader Jim Bakker has told associates he was ordained four weeks ago by a Tul-sa, Oklahoma, church, but the church's director refused to con-firm the report. It would be a "little presumptious" to say Bakker has been ordained, said Robert Lemon, national director of the charismatical Faith Christian Fellowship International

The entertainer Semmy Davis Jr., who underwent reconstructive hip surgery last year, received an artificial hip Thursday during a 2½-hour-operation in Los Angeles, a spokesman said.

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